

**Title: Inter-state milk producers' review, vol. 3**

**Place of Publication: Philadelphia, Pa.**

**Copyright Date: 1922/1923**

**Master Negative Storage Number: MNS# PSt SNPaAg224.3**

**FILMED WHOLE OR IN  
PART FROM A COPY  
BORROWED FROM:**

**CORNELL UNIVERSITY**

**SOME PAGES IN THE  
ORIGINAL CONTAIN  
FLAWS AND OTHER  
DEFECTS WHICH  
APPEAR ON THE  
FILM**

**FILMED  
AS  
BOUN**D

**Volume 3  
1922/1923**

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, INC.

VOLUME III

WEST CHESTER, PA., AND PHILADELPHIA, PA., MAY, 1922

NUMBER 1

## APRIL MARKET CONDITIONS WEATHER EFFECTS SITUATION

Changeable weather conditions, together with the Hebrew holiday, have influenced the market to a considerable extent. Unusual cold weather has held down consumption of the seasonable surplus.

The influence of these conditions has been particularly noticeable in the direct-shipped milk market. The smaller dealers are not, as a rule, equipped to absorb sudden increases in supply, either due to increased production or decreased consumption and when these conditions exist the disposition is to curtail the supply by laying off shippers.

Larger buyers taking milk at country receiving stations are usually prepared to handle seasonable surplus and there has been little, if any complaint from these buyers.

Garlic and grassy flavors in milk have a retarding influence on consumption and while greater efforts than ever have been made to eliminate such undesirable flavors, the decrease in the purchase of such milk by consumers is noticeable.

Early in April the price of surplus milk on the city receiving platforms ranged very close to 5½ cents a quart. During the latter half of the month, however, the supply became larger and the market sagged with prices dropping off to 5 cents per quart and buyers scarce. Cold weather held up ice cream consumption and this outlet for excess supply was therefore restricted.

Under these circumstances some of the smaller dealers taking direct shipped milk laid off dairies and there has been increasing difficulty in finding a satisfactory market for such shippers.

Wholesale milk markets has been inclined to be weak in price due to arrivals, particularly cream from distant markets which have been laid down at prices a shade under the prevailing market.

In fact, the general milk situation, as far as the leading primary markets are concerned, has been inclined towards weakness. In some districts price reductions, although small, have been made in prices paid producers for May milk.

In the Philadelphia Milk Shed, the price of basic milk has remained unchanged at 6½ cents per quart, or \$2.87 per hundred pounds for 4 per cent. grade B. mar-

ket milk, delivered Philadelphia and \$2.28 per hundred pounds for the same grade milk delivered at country receiving stations in the 50-mile zone.

April surplus milk, based on 92 score butter, New York City was figured on an average price of 37.3 cents. This makes the class I surplus price 5 cents per quart or \$2.29 per hundred pounds, and class II 4.3 cents per quart, or \$1.99 per hundred pounds, for 4 per cent. milk, delivered, Philadelphia.

At country receiving stations, the class I surplus price was \$1.78 and class

## FACTS CONCERNING GRADES OF PENNSYLVANIA WHEAT

\*George A. Stuart.

If it were possible to write a personal letter to every grain grower in Pennsylvania and show him in dollars and cents the immense losses due to a lack of understanding of factors influencing the grades and consequently the price of wheat, this subject at once would become the most discussed topic of conversation of Pennsylvania agriculture. The result would be increased profit to the wheat grower and the saving of wheat growing in Pennsylvania from a slow death.

seeds cussed as "dockage" when the wheat is graded by the Federal Standards. He also has learned that a large proportion of the foreign material ordinarily cleaned out by the elevators as "dockage" is profitable to use for feed on the farm.

What about the wheat grower in Pennsylvania? The fact that a very large percentage of ears of Pennsylvania wheat arriving at the terminal markets grades No. 4 or No. 5 or Sample Grade shows a lack of knowledge of the value of grading, especially since a great deal of the grain is of the quality of Grade No. 1 and No. 2 if care had been exercised in the preparing it for shipment. Very often the country buyer in order to hold his customers, pays the same price for wheat irrespective of quality. In order to protect himself from the loss, he therefore pays less than market price for the better quality of wheat.

There is no incentive to the grower to be careful, no incentive to produce a better quality and cleaner wheat, but more of a disposition to be lax, and each year shows an increasing spread of noxious weeds and of inseparable foreign material in grain shipment. Many a farmer when asked why he does not take care in eliminating

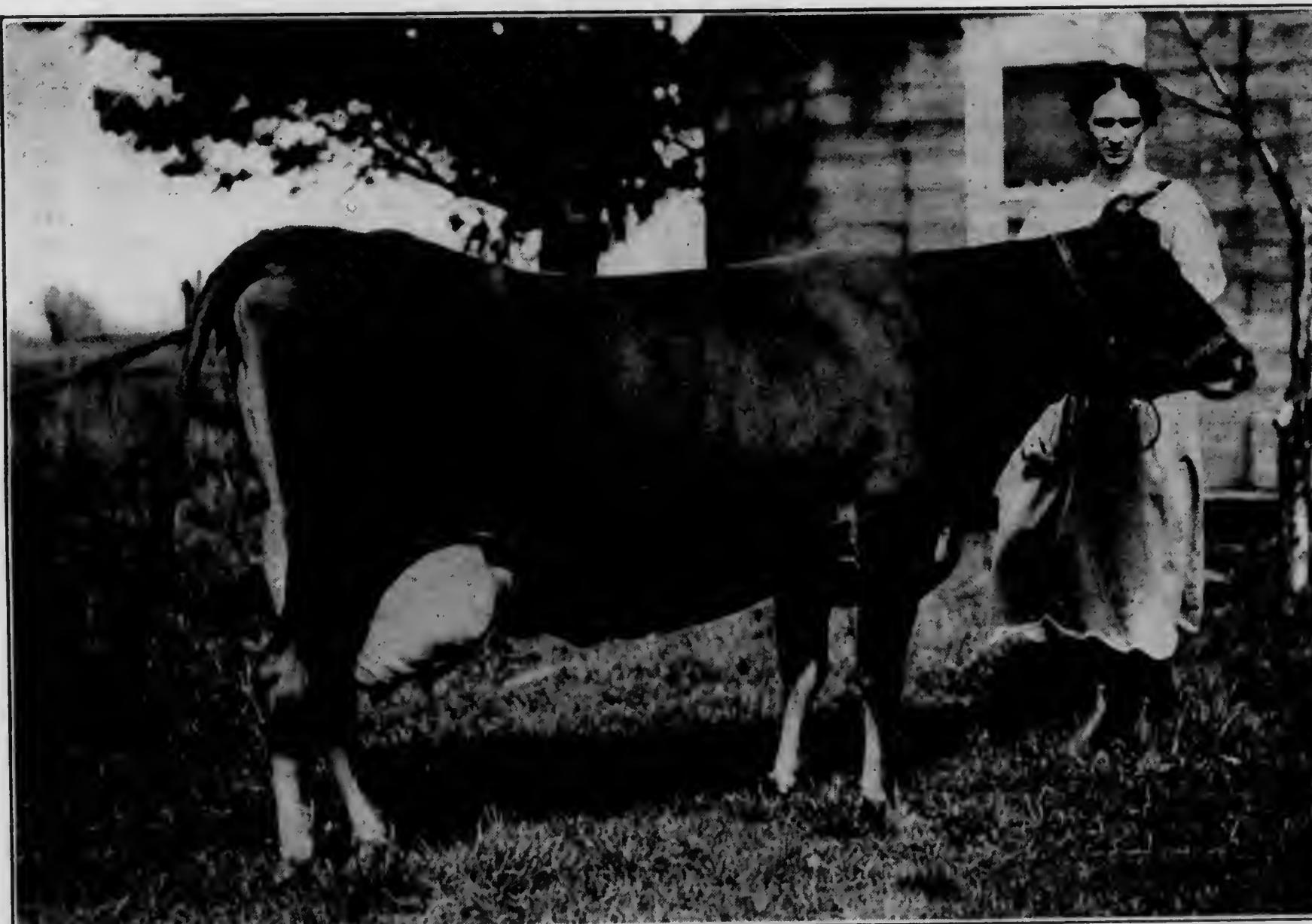
the rye, the cockle, the garlic and other foreign material will answer: "What's the use? I get just the same price for it." If Pennsylvania is to hold its place as a wheat growing State, something must be done. The first step is for every farmer to become acquainted with the factors which influence the quality and price of wheat; and secondly, to eliminate the factors which lower the price.

The principal factors which influence the quality of grade of wheat are weight-per-bushel, the amount of water it contains at time of marketing, the amount of damaged kernels, the amount of foreign material, the presence of *Angoumois Moth* or live grain weevil, or inseparable stones or cinders.

### The Influence of Weight-Per-Bushel on Grade.

The value of "weight-per-bushel" or "tested weight" determinations as a rough

Lad's Iota, 350672—World's Champion Jersey (see page 7)



II, \$1.48 per hundred pounds for 4 per cent. milk, delivery at all stations located on the railroads.

The butter market, during April, while extremely sensitive, showed an almost regular slight price advance. Early in the month the price of 92 score solid packed butter in New York was 35½ cents; Philadelphia, 36 cents and Chicago 36 cents. Throughout the month there was a closer price parity between the markets in these three centers than has been noticeable for some time. At the close of the month, prices were respectively 39½, 39 and 39 cents at New York, Philadelphia and Chicago.

Indications are that there will be practically no important arrivals of foreign butter in the Atlantic Coast markets this spring.

Greater supplies of domestic butter can, however, be expected as the open pasture season is now coming on and the

(Continued on page 11)

In the western States where a large amount of wheat corn and oats is shipped in inter-state commerce thus requiring the grain to be inspected and graded according to the Federal Grain Standards Act, the farmer has become thoroughly acquainted with the Federal Standards. The farmer knows if he has premium wheat he gets paid for premium wheat and if he is careless and raises and sells impure wheat it is discounted. As a result of the grading regulations, the farmer, therefore, selects and treats his seed before planting and also he cleans his wheat before hauling it to the market. He rotates his crops and cares for his land in order to have a minimum of weed seeds and foreign material when the grain is thrashed. His thrasher is asked to clean the wheat thoroughly when thrashing, for the farmer is aware that when wheat is carelessly thrashed it will contain a large amount of foreign material such as chaff, straw, dirt and weed

(Continued on page 11)

## DAIRY COUNCIL ACTIVITIES

### MONTHLY PROGRAM OUTLINED

Nutrition work in our entire area has been progressing in a most gratifying manner, and milk inspection is proceeding according to schedule. A splendid "Milk For Health Crusade" has been successfully carried out through entire Lancaster county, Pa., during April.

#### A Broad Program

Under the direction of Miss Edith M. Howes, field worker, in co-operation with the Lancaster County Tuberculosis Society, nutrition facts have been ably presented to the citizens of the county.

There have been in the city of Lancaster, three window exhibits, including the mechanical cow, health builders, and the milk bottle and may-pole fairies. Milk films have been shown in all the motion picture theatres of Lancaster. There have been four public school meetings. Four performances of "Milk Fairies" were given at the Stephens High School auditorium, with an average attendance of 800 children, each performance being attended by children of one of four districts. The performances were given under the auspices of the Parent-Teachers' Association of Lancaster.

#### LANCASTER A TYPICAL COMMUNITY CAMPAIGN

Some time we can get a better idea of the magnitude of a piece of work by adding up the totals of the various lines of activity it has entailed. The following figures show just what was done during a short campaign of two months just finished at Lancaster, Pa.

Number of essays written.....	7,250
(In Lancaster City, Columbia and Lititz).....	6,850
Number of posters drawn.....	5,550
Number of prizes given for posters and essays.....	125
(Lancaster, Columbia and Lititz).....	71
Total amount spent in prizes.....	\$168.00
(Lancaster, Lititz and Columbia).....	\$181.50
<b>Performances</b>	
Total number of performances of Milk Fairies.....	14
Total number of performances of four short plays.....	2
Illustrated talks at evening meetings.....	12
Number of talks to children in public and parochial schools.....	10
(Number of children reached, 1200).....	
Dairy Council films shown in Lancaster city.....	15
Dairy Council films shown in Lancaster county.....	13
Literature distributed.....	11,950
Window Exhibits—Lancaster city.....	2 weeks
Mechanical Cow.....	1 week
Milk Bottle, Milk Fairy, etc.....	1 week
Health builders with school children's posters.....	4 weeks
Total.....	
People reached by plays, talks and films at evening meetings.....	9,250
Total 50	
Total number of tickets distributed for performances.....	31,800
Total number of people reached (does not include movie house audiences).....	11,050

workers. Under the direction of school authorities, the children of every school, including the high school, were obliged to take part in the health poster and essay contests. Prizes to the sum of \$100 were awarded for the best posters and essays. The poster winning first prize was deemed so good that Mrs. John E. Malone, an interested laywoman, donated a silver medal to the winner, in addition to the money prize of \$10.

Excellent publicity has been given the Crusade throughout the entire month, by three Lancaster newspapers. Several papers have published pictures of the prize winners, the winning posters, and the essays in their columns.

The Parochial Schools have also offered prizes for essays and posters, with special committees appointed to judge the contributions. The Parochial Schools gave excellent co-operation throughout. They also held two performances of the "Milk Fairies," both of which were well attended.

#### County Campaign

The county was no less enthusiastic in its reception of the campaign. Nutrition talks were given in connection with the clean milk meetings conducted throughout the county in April by our field worker, C. S. Detwiler. Literature was distributed throughout the county. Motion pictures were shown in Ephrata, Elizabethtown and Manheim. The entire program was successfully put across in Millersville, Lititz, Elizabethtown, Marietta and Columbia. Talks were given at a number of Parent-Teachers and Community Service meetings.

A permanent nutrition class was established at St. Anthony's Parochial School, Lancaster, as a result of the work there.

#### A Week Crusade in Atlantic City

Miss Angeline V. Keenan spent the week of April 24th in Atlantic City, where a series of meetings for school children was held to make permanent the interest that has been aroused in the children, parents and teachers there in nutrition. Mrs. Louise Elmore Northup, food demonstrator, gave demonstrations to the parents of the school children. Mrs. Madalene Tillman attended to the nutrition campaign in the colored schools.

## THE SILO AND THE DIVERSIFIED FARM

By A. L. HAECKER

The past few years have proved the old adage that it is wise not to have all your eggs in one basket. The present depression found a good many crop farmers without any eggs when the price was around seventy-five cents a dozen. The same farmers found themselves without cows when butter was fifty and sixty cents per pound. The abnormal high prices for farm crops during the war naturally caused many farmers to specialize in crop growing and desert all other lines of husbandry.

As long as a large part of the human diet is made up of animal products there will be a demand for these products, and the stock farmer has found in the past and will find in the future a good market for such produce. Where stock is kept the silo fits in well with the management of the average farm, when the owner keeps sufficient stock to warrant such an equipment, let us say ten head or more. The silo is necessary in economic farm practice, as it stands ever ready to insure a crop of forage or fodder. In times of drought, long wet seasons, early frost or hail, all that has been grown can be saved. The principal value of the silo is in making the best use of farm grown forage and by insuring a supply of good and cheap feed ever at hand.

Where land is high it is desirable to use both a winter and a summer silo. It is difficult indeed to obtain a revenue or profit from high-priced land used in pasture. It does not grow sufficient forage to warrant a profit, and the silo can be much more economically used since it provides at least six times more feed than pasture. Arrange to have fodder designed for the silo planted close to the farm buildings, thus preventing a long haul at filling time. It is always wise to grow the bulky forage ration on the farm. If extra feed must be purchased, it is cheaper to buy concentrates than rough forage.

#### RADIO SERVICE FOR FARMERS

A daily radio broadcasting service for the farmers of Pennsylvania, which will include Pennsylvania market reports and other timely agricultural information has been planned by the Pennsylvania Department of Agriculture and the Pennsylvania State Police.

The service will be instituted sometime early in May and will continue throughout the year. General plans for this service, which will mean more to the farmers of Pennsylvania than any service that has been instituted in the past decade.

The filling season requires planning ahead of time in order to secure sufficient labor. If exchange of work is desired, plan to exchange with farmers who also have silos. If this cannot be arranged for, plan to exchange work with farmers who have other rush seasons during earlier or later periods. In grain growing sections the threshing is a similar kind of work and is generally done after silo filling. Special work like bean threshing, clover hulling, alfalfa threshing, grass seed threshing, and fruit picking as a rule requires extra help, and the man with the silo can arrange to exchange so that he can have his silo filled at the proper time.

"The silo is the cheapest known source of digestible carbohydrates." This is a truth well proven by many of the Experiment Stations and practical feeders; therefore to keep live stock and to keep it economically means the use of a silo, if such is possible, and it means that the work of the farm must be planned to accommodate this arrangement. Sufficient stock should be kept on the farm to consume the rough forages and to give a steadiness to the income and furnish work throughout the year. Where silos are filled a rotation of crops can easily be arranged, as the corn designed for the silo is entirely removed and the land can be ploughed in the fall and put into winter wheat, rye or alfalfa. Where alfalfa is desired an early variety of corn

The intensive campaign included a series of lantern slide talks by Mrs. Northup and Miss Keenan, object talks to children and food demonstrations in eight of the Atlantic City public schools. About 6000 school children were reached by these meetings.

#### Health Week at Stanfield Memorial Playground

The week of April 17th to 2nd, inclusive was Health Week at the Stanfield Memorial Playground, Front and Lombard Streets, Philadelphia. Meetings were held each day, sometimes for the children, and on several days, for the mothers. The programs included illustrated talks by Dr. Lyons; the presentation of three playlets "How Milk is Made," "Following the Milk Can," and "Eating Milk," directed by Miss Del Rose Macan, dramatic director; food demonstrations by Mrs. Northup; illustrated talks by Miss Angeline V. Keenan, motion pictures, the "Milk Fairies," and

(Continued on page 6)

Better spring tonic is found in plenty of eggs, milk and greens than ever came from a bottle.

Uncle Ab says—"The fellow who learned something from yesterday and works hard today needn't worry much about tomorrow.

May, 1922

#### THE FARMER AND THE TARIFF

That the farmers voice has been heard in Washington and heeded is evidenced by the report of the Senate Finance Committee in the proposed tariff bill, which has recently been presented to the Senate.

The bill, dairy authorities state, gives the farmer adequate protection against Canada and foreign dairy countries such as Denmark and Holland. Ninety per cent. of the duties asked for by representative dairymen have been incorporated in the bill.

Hearings were held before a "referee," his findings were presented. The referee's report dealt chiefly with the product Hebe, manufactured for the Hebe Company by the Carnation Milk Products Co., although this was but one of the six or seven brands of skimmed milk compounds sold in the state.

The prime objectionable feature in the bill is the provisions for vegetable oil duties, which permits importers to obtain a draw back on the duties paid if such oils are used in making non-edible products such as soaps, paints and varnishes. This is an untried practice when applied to goods for domestic use. Copra (coconut rind) was placed on the free list. Two thousand pounds of copra will press out about 1100 pounds of coconut oil—the principal substitutes used for butterfat in skimmed milk compounds.

The following duties proposed under the new tariff bill and the comparative duties under recent bills, are of interest to dairymen and farmers.

	Proposed Senate Bill	Fordney Bill	Aldrich Bill
Milk, fresh .....	2½ gal.	1 gal.	2 lb.
Cream .....	22½ gal.	5 to 10 gal.	5 gal.
Milk, Condensed or Evaporated. 1 to 1½ lb.	1 to 1½ lb.	2 lb.	2 lb.
Butter, Oleomargarine and other substitutes .....	8 lb.	6 lb.	2½ lb.
Cheese .....	5 lb. lb. to 25%	6 lb.	20 %
Cheese Substitutes .....	5 lb.	5 lb.	6 lb.
Eggs of Poultry .....	8 doz.	6 lb.	5 doz.
Wheat .....	30 bus.	25 bus.	25 bus.
Corn, including cracked .....	15 bus.	15 bus.	15 bus.
Oats .....	15 bus.	15 bus.	30 bus.
Barley .....	20 bus.	15 bus.	18 bus.
Rye .....	15 bus.	18 bus.	18 bus.
Cattle .....	1½ to 20 lb.	15 %	\$2 per head
Brans .....	10 %	2 lb.	Free
Cocoanut Oil .....	4 lb.	2 lb.	Free
Cottonseed Oil .....	3 lb.	2½ lb.	Free
Peanut Oil .....	4 lb.	2 lb.	Free
Soya Bean Oil	Copra (Dried Cocoanut Cake) free list		

#### NATIONAL DAIRY SHOW

##### Sixteenth Annual Exhibit Space Sale.

The sixteenth annual sale of space to the National Dairy Show exhibitors was held in the Auditorium Hotel, Chicago, Thursday, March 23rd. Following announcements made by Manager Skinner regarding the organizing of Minnesota for helpful work to make the Show a success this year, in which he stated that Governor Preus of that State had accepted the Chairmanship of the State organization, and that everyone was enthusiastic over the Show coming back and that North and South Dakota and Iowa had asked to have a similar organization perfected in their States which this would be done the week of March 26th.

Mr. Skinner informed the exhibitors that in conformity with their request of January 10th, the exhibitors had all been placed as near as possible with their desire as to location and quantity of space, and that exhibits of kind had been placed in certain sections. He then read from a plat, just where each firm was located, and on concluding the reading of the plat, there were only requests from a half dozen to change from the space assigned to them, which was easily accomplished, and the clean-up showed that practically all of the floor space and about half of the Mezzanine floor had been taken.

#### FOOT AND MOUTH DISEASE

Reports are to the effect that the foot and mouth disease has again developed in Europe. All stock raisers should watch carefully for any appearance of the disease in this country. Any development of sore feet or mouth should be considered suspicious and an investigation made by a competent veterinarian.

MILK PRODUCERS REVIEW

Page 3

#### FILLED MILK SITUATION IN STATE OF WISCONSIN

Legal proceedings are progressing in the case of the Carnation Milk Products Co. and the Hebe Company, in the matter of injunction proceedings against the Dairy and Food Commissioner enforcing the law prohibiting the manufacture and sale of skimmed milk compounds in Wisconsin, until the Supreme Court of the State passed on the legality of the measure.

The bill, dairy authorities state, gives the farmer adequate protection against Canada and foreign dairy countries such as Denmark and Holland. Ninety per cent. of the duties asked for by representative dairymen have been incorporated in the bill.

Hearings were held before a "referee," his findings were presented. The referee's report dealt chiefly with the product Hebe, manufactured for the Hebe Company by the Carnation Milk Products Co., although this was but one of the six or seven brands of skimmed milk compounds sold in the state.

The prime objectionable feature in the bill is the provisions for vegetable oil duties, which permits importers to obtain a draw back on the duties paid if such oils are used in making non-edible products such as soaps, paints and varnishes. This is an untried practice when applied to goods for domestic use.

He found among other facts, however, that Hebe "was not a desirable or proper food for infants, nor was a complete substitute for milk."

On April 15th, argument was presented before the court by both sides interested in the case.

The brief for the defendants was a

most interesting and masterful document, and it is believed that the court will find for the defendants and uphold the law.

Ohio passed such a law and it was upheld by the Supreme Court of the United States.

We await with interest the opinion of the Wisconsin Supreme Court.



Use Cornell for cabinet carpentry and quick repairs about the farm. If your dealer offers a substitute, insist on this pure wood fiber board.

Meantime mail the coupon or post card for sample board and book of uses—Free!

CORNELL WOOD PRODUCTS CO. General Offices: 190 N. State St., Chicago, Ill. Water Power, Mills and Timbers in Wisconsin

For Book and Sample Send free sample board and book No. IM-4 of 61 uses. Name: St. or R.F.D. City: Mail this to Cornell Wood Products Co. 190 N. State Street, Chicago, Ill.

#### DAYLIGHT SAVING INJUNCTION REFUSED

##### Court Refuses to Act.

Under the auspices of the Standard Time League, a bill in equity to restrain the officials of the city of Philadelphia from advancing the clocks and timepieces of the municipality one hour on April 30th, as provided by ordinance, was filed in the Court of Common Pleas, No. 4, in that city, on April 27th. S. Herbert Starkey, a farmer of Bustleton, Philadelphia, was the complainant.

A hearing in the case was held on April 29th before Judges Audenried, Finletter and McCullen. An able appeal was made by J. Hibbs Buckman, Esq., attorney for Mr. Starkey, but the Court refused to interfere and we therefore have to again contend with the leopard spot time basis for the coming summer.

The farmers and dairymen are not alone in their opposition to these so-called daylight saving measures. Other interests are just as unfavorably affected by the conditions and it is believed that some measure will be worked out whereby these one-sided ordinances will be without standing before next summer.

The public is gradually getting around to expressions of favorable opinion. That the farmers position is not arbitrary is evidenced from a part of an editorial in one of the Philadelphia papers, which, after extolling the benefits of daylight

saving, makes the following statement: "To the farmer it is another and a different matter. Changing and conflicting time schedules do work hardship to farmers, and especially to dairymen. (Continued on page 7)

B-K Bacillus The Sentinel of Sanitation Sure Germ Killer Scientifically correct for prevention and treatment of: Contagious Abortion Barrenness Retained Afterbirth White Scours or anywhere a Disinfectant is used Powerful Harmless Clear and Clean B-K is a concentrated pure Sodium hypochlorite—such as is endorsed and used by physicians, veterinarians, physicians and breeders. CHERRY-BASSETT WINNER COMPANY 1915 N. State St., Milwaukee, Wis. Gen. Laboratories MADISON, WIS. Gal. and 5 Gal. Pkgs.

## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.

F. P. Willits, Managing Editor  
A. A. Miller, Editor and Advertising Mgr.  
Published Monthly by the Inter-State Milk Producers Association, Inc.

Business Offices  
24 E. Market St. West Chester, Pa.  
720-1-2-3 Head Bldg., Philadelphia, Pa.

Editorial Office  
720-722 Head Bldg., Philadelphia, Pa.  
Bell Phone Locust 5391, Locust 5392  
Keystone, Race 6879

Printed by Horace F. Temple  
West Chester, Pa.

Subscription Price  
50 cents a year in advance  
Advertising rates on application

Officers and Directors  
Inter-State Milk Producers Association  
President, H. D. Allebach  
Vice President, Frederick Shangle  
Secretary, R. W. Balderston  
Treasurer, Robert F. Brumley  
J. H. Benedict, F. P. Willits  
H. D. Allebach, F. O. Ware  
W. D. Copperwhite, Frederick Shangle  
E. N. Nelson James  
E. R. Pennington  
F. M. Ring  
T. J. Book  
A. D. Waddington  
A. R. Marvel  
J. Brady Smith

Entered as second-class matter, June 8, 1920, at the post office at West Chester, Pennsylvania, under the Act of March 3, 1879.

### Editorial



### THE VOIGT BILL

Probably by the time this issue of the Review is in our readers' hands the Voigt Bill H. R. 8086 will have come up for a vote in the National House of Representatives. Several weeks ago the Agricultural Committee voted to ask the Rules Committee to set a date for the call of the bill. On May 4th the Rules Committee granted the request and within ten days of that date the bill will be up for a vote.

It has not all been plain sailing to get the bill to this point. The opposition, that is the direct opponents of the bill, the manufacturers of filled milk, have made every effort to retard action on the bill. A few interests in the dairy field have proved a temporary stumbling block, but the representative interests of dairymen and those interested in the welfare of the nation have kept earnestly at the task of education—that filled milk is a menace to health—that it is fraudulently sold and that the Voigt Bill was a bill that was beneficial to the industry and its provisions to prevent inter-state traffic in "oiled" milk were necessary as a protection to public welfare as well as to the states in which the manufacture and sale of skinned milk coconut fat filled compounds were prohibited.

That there is a national interest in favor of legislation against the manufacture and sale of the so-called skinned milk compounds is evidenced in the resolution adopted at the National Convention of the League of Women Voters to support state and federal legislation which will prohibit the manufacture and sale of filled milk.

This convention represented two million women voters in the United States.

It will be to the interest of every supporter of the Voigt Bill to watch the daily press for news of the progress of this measure. If it still needs your help, go to it, don't wait for us to ask you—if necessary see that your Congressman fully understands the matter and that the bill has his support.

### DAYLIGHT SAVING

Farmers in this district have had thrust upon them again that undesirable and unprofitable so-called daylight saving plan. It became effective in Philadelphia and numerous nearby towns and communities on April 30th.

It will be with us until the last Sunday of September.

The unnecessary shifting of the clocks has and will continue to cause endless confusion.

The Standard Time League made a strenuous effort to have the city of Philadelphia restrained from changing the time of the city clocks—but without avail.

The railroads have played hob with the train schedules. Farm practices have been entirely upset to meet the new conditions and a particular hardship has been inflicted upon the dairymen.

We have gone down fighting but the end is not yet. Probably nothing can be done this year to bring about any change in the system, but be it remembered, we are now organized and before next year rolls around, the Standard Time League expects to have the open support of other industries, just as much opposed to the double clock system as are the farmers, and dairymen and then watch the fur fly.

### SKIMMED MILK—BUTTER MILK COMPOUNDS

That we learn something new every day is an old and true adage.

Recently we have learned that some skinned milk compounds—at least in the case of one large producer—is not simply a skinned milk compound, as announced by the labels on the cans and publicity matter spread broadcast but in reality is a compound of skinned milk—buttermilk—bicarbonate of soda and coconut oil.

We presume therefore that the makers of "oiled" milk have not only provided, as they claim, a market for skinned milk, but also for buttermilk as well as coconut oil.

Skinned milk, as all the farmers know, does not have to have a market provided for it. There is a legitimate market on the farm. But as to buttermilk, we yet to learn just how the producer or consumer are benefited by the use of this by-product of butter making as a substitute or in imitation of milk.

### ASSISTANT MARKET MILK SPECIALIST

The United States Civil Service Commission announces an open competitive examination for assistant market milk specialist. Vacancies in the Dairy Division, Bureau of Animal Industry, Department of Agriculture, Washington, D. C. at \$1500 to \$1980 per year, and in positions requiring similar qualifications, at these or higher or lower salaries, will be filled from this examination, unless it is found in the interest of the service to fill any vacancy by reinstatement, transfer or promotion.

All citizens of the United States who meet the requirements, both men and women may enter this examination.

### WAR AGAINST FLIES

In order to have few flies, it is necessary that a general clean-up be made at this time of the year, before the breeding of flies begins in heaps of manure and in places where filth has accumulated during the winter months.

## MILK PRODUCERS REVIEW

May, 1922

### DAIRYMEN'S LEAGUE

#### MAY PRICES

Announcement has been made by the Dairymen's League Co-operative Association of the prices which apply for May milk.

Class I milk, that is milk which will be sold in fluid form will be \$1.75 per hundred for 3 per cent. butterfat milk in the 200 mile zone. This covers both the milk that is bottled and that sold in bulk. This is 55 cents a hundred below the April price for Class I A milk and is the same as the Class I B price, which applied in April, on bulk milk only.

Class II milk, used chiefly in the manufacture of ice cream and cream is quoted at \$1.50 per hundred, five cents a hundred less than was paid for April. Class III milk, used chiefly in the manufacture of condensed and evaporated milk, prices are based on twenty cents a hundred above butterfat quotations.

Class IV milk, manufactured chiefly into butter and cheese, prices are determined on market quotations.

The price of pooled milk for March was \$1.65 less 5 cents expenses or \$1.60 in cash and certificate of indebtedness. These prices are for 3 per cent. milk in the 200 mile zone.

### BALTIMORE MILK SITUATION.

There will be a reduction to the farmer of one cent per gallon for both basic and surplus milk for the month of May.

During the past year the price has been 26 cents per gallon for 4% milk, f. o. b. Baltimore, with slight variations for surplus, which has been based on market conditions. March and April surplus was 20 cents per gallon. The May price therefore, will be 25 cents per gallon for basic and 19 cents for surplus.

There will be no change in the retail price of 12 cents for quarts and seven cents for pints, the dealers having been allowed an extra cent per gallon to take care of the increased supply which we expect in May.

Market conditions are better than a year ago and unless they change materially the present price level is expected to be maintained.

D. G. HARRY, President,  
Maryland State Dairymen's Association.

### PITTSBURGH ADOPTS BASIC-SURPLUS SELLING PLAN.

The Dairymen's Sales Co-Operative Association, representing the dairy farmers in the Pittsburgh milk shed, have adopted a basic and surplus selling plan for the marketing of milk in that district. Details of the plan are not yet available but it is understood that surplus milk will be sold on a basis of 92 score solid packed creamery butter, average monthly quotation at Chicago plus a differential of 15 per cent.

The current price for basic market milk in the above named district is 26½ cents per gallon for 3.5 per cent. butterfat, delivered Pittsburgh.

The Doylestown Creamery, Doylestown, Pa., has arranged to transact business with its patrons on the Inter-State Milk Producers' Association basis. In view of the fact that the farmers in this territory established no basic quantity last fall, a basis of 70 per cent. basic and 30 per cent. surplus was established.

Patrons at this point will make their established basic amount in October, November and December this year.

May, 1922

## MILK PRODUCERS REVIEW

### LATEST MARKET PRICES

#### SELLING PLAN

The Philadelphia Selling Plan for 1922 became effective with January. The basic quantity is represented by the average shipment of milk during October, November and December, 1921, on which the basic price will be paid. In April a surplus price based on 92 score solid packed creamery butter, New York City, plus 20 per cent. will be paid for milk in excess of the basic quantity to the amount equal to the basic amount, which is represented by surplus Class I. For surplus milk in excess of the amount of the Class I quantity a price based on 92 score solid packed creamery butter, without the 20 per cent. premium and known as surplus Class II, will be paid.

#### APRIL BASIC PRICES

#### F. O. B. PHILADELPHIA

Grade B Market Milk  
From this price one cent per 46 quarts or one cent per 100 pounds to be deducted by the buyer, which together with one cent per 46 quarts, contributed by the buyer, is to be turned over to the Inter-State Dairy Council for the purpose of conducting a publicity advertising the food value and greater consumption of dairy products. Then small commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Basic Price per Quart  
Test 100 lbs.  
Per cent. \$2.47  
100 lbs. 53.5  
Miles Freight on 100 lbs.  
46 qt. can 36 miles  
1 to 10 incl. .265 \$1.97  
11 to 20 .28 .195  
21 to 30 .30 .198  
31 to 40 .31 .199  
41 to 50 .33 .200  
51 to 60 .34 .188  
61 to 70 .36 .187  
71 to 80 .37 .186  
81 to 90 .38 .184  
91 to 100 .39 .185  
110 to 120 .42 .181  
121 to 130 .43 .180  
131 to 140 .445 .178  
141 to 150 .455 .177  
151 to 160 .465 .176  
161 to 170 .475 .175  
171 to 180 .485 .174  
181 to 190 .495 .174  
191 to 200 .505 .173  
201 to 210 .515 .172  
211 to 220 .525 .171  
221 to 230 .535 .170  
231 to 240 .545 .169  
241 to 250 .555 .168  
251 to 260 .565 .167  
261 to 270 .575 .166  
271 to 280 .585 .165  
281 to 290 .595 .165  
291 to 300 .595 .163

When the milk is not tested the price f. o. b. Philadelphia is 64 cents per quart.

APRIL BASIC PRICES  
Freight and Receiving Station Charges Deducted

Price per 100 lbs. at all Receiving Stations

Surplus Milk per 100 pounds

Class I For all surpluses in excess of Class I  
For amount of basic quantity  
Per cent. Test 100 lbs. Per cent. 251 to 260 .56 1.67  
261 to 270 .57 1.66  
271 to 280 .58 1.65  
281 to 290 .59 1.65  
291 to 300 .595 1.63

APRIL SURPLUS PRICE  
For amount of surplus equal to the basic quantity  
Per cent. Test 100 lbs. Per cent. 251 to 260 .56 1.67  
261 to 270 .57 1.66  
271 to 280 .58 1.65  
281 to 290 .59 1.65  
291 to 300 .595 1.63

APRIL SURPLUS PRICES  
Per 100 pounds at all Receiving Stations

Surplus Milk per 100 pounds

Class I For all surpluses in excess of Class I  
For amount of basic quantity per 100 lbs.  
Per cent. Test 100 lbs. Per cent. 251 to 260 .56 1.67  
261 to 270 .57 1.66  
271 to 280 .58 1.65  
281 to 290 .59 1.65  
291 to 300 .595 1.63

APRIL SURPLUS PRICES  
Per 100 pounds at all Receiving Stations

Surplus Milk per 100 pounds

Class I For all surpluses in excess of Class I  
For amount of basic quantity per 100 lbs.  
Per cent. Test 100 lbs. Per cent. 251 to 260 .56 1.67  
261 to 270 .57 1.66  
271 to 280 .58 1.65  
281 to 290 .59 1.65  
291 to 300 .595 1.63

APRIL SURPLUS PRICES  
Per 100 pounds at all Receiving Stations

Surplus Milk per 100 pounds

Class I For all surpluses in excess of Class I  
For amount of basic quantity per 100 lbs.  
Per cent. Test 100 lbs. Per cent. 251 to 260 .56 1.67  
261 to 270 .57 1.66  
271 to 280 .58 1.65  
281 to 290 .59 1.65  
291 to 300 .595 1.63

APRIL SURPLUS PRICES  
Per 100 pounds at all Receiving Stations

Surplus Milk per 100 pounds

Class I For all surpluses in excess of Class I  
For amount of basic quantity per 100 lbs.  
Per cent. Test 100 lbs. Per cent. 251 to 260 .56 1.67  
261 to 270 .57 1.66  
271 to 280 .58 1.65  
281 to 290 .59 1.65  
291 to 300 .595 1.63

APRIL SURPLUS PRICES  
Per 100 pounds at all Receiving Stations

Surplus Milk per 100 pounds

Class I For all surpluses in excess of Class I  
For amount of basic quantity per 100 lbs.  
Per cent. Test 100 lbs. Per cent. 251 to 260 .56 1.67  
261 to 270 .57 1.66  
271 to 280 .58 1.65  
281 to 290 .59 1.65  
291 to 300 .595 1.63

APRIL SURPLUS PRICES  
Per 100 pounds at all Receiving Stations

Surplus Milk per 100 pounds

Class I For all surpluses in excess of Class I  
For amount of basic quantity per 100 lbs.  
Per cent. Test 100 lbs. Per cent. 251 to 260 .56 1.67  
261 to 270 .57 1.66  
271 to 280 .58 1.65  
281 to 290 .59 1.65  
291 to 300 .595 1.63

APRIL SURPLUS PRICES  
Per 100 pounds at all Receiving Stations

Surplus Milk per 100 pounds

Class I For all surpluses in excess of Class I  
For amount of basic quantity per 100 lbs.  
Per cent. Test 100 lbs. Per cent. 251 to 260 .56 1.67  
261 to 270 .57 1.66  
271 to 280 .58 1.65  
281 to 290 .59 1.65  
291 to 300 .595 1.63

APRIL SURPLUS PRICES  
Per 100 pounds at all Receiving Stations

Surplus Milk per 100 pounds

Class I For all surpluses in excess of Class I  
For amount of basic quantity per 100 lbs.  
Per cent. Test 100 lbs. Per cent. 251 to 260 .56 1.67  
261 to 270 .57 1.66  
271 to 280 .58 1.65  
281 to 290 .59 1.65  
291 to 300 .595 1.63

APRIL SURPLUS PRICES  
Per 100 pounds at all Receiving Stations

Surplus Milk per 100 pounds</p

# The C-B-W Calendar

Equipment to handle milk



from cow to consumer

## Our Special Offer to Readers of This Magazine

In order to encourage proper handling and testing of milk by the producer, which is urged so untiringly by your organization, the I-S M. P. A. we offer you the following group of necessary equipment at a reduced price if bought complete in one order.

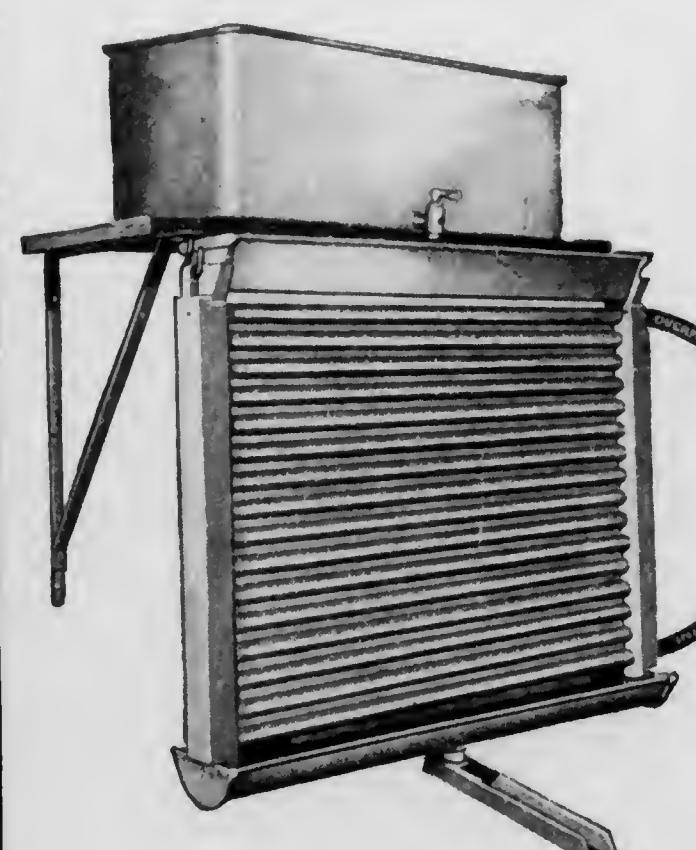
Lisk "Economy" Strainer, 10 qt.	\$1.75
"Fishmouth" Covered Milk Pail, 14 qt.	2.00
"Gong" Can Scrub Brush, each	.30
B-K Sterilizer	1 gal. 3.00
Wyandott, 5 lb. sack	.40
Strainer Cloth, a roll	1.40
2 Bottles Facile Babcock Tester with glass-ware and instructions	6.50
Total (reg. prices)	\$15.35

ALL FOR  
**\$14.00**  
at  
Phila.

## A Very Definite Suggestion from a Prominent Dairying Association to its Members

"Warm weather comes every year before the farmer realizes the necessity of quickly cooling his milk. This has been a particularly bothersome detail. The suggestion is made that thousands of dollars of losses in the aggregate can be saved to farmers and to their association if care is taken to cool milk to the proper temperature as soon as it comes from the cow, and to keep it cool until it is delivered. This applies to everyone, and particularly to those whose milk has to be hauled long distances before it can be delivered."

## Don't Wait Longer—Install a Cooler Now



There is no finer cooler made than our "Farmers Favorite Tubular." It is efficient, unusually durable, and will stand a pressure of 150 lbs., which most farm coolers won't do.

One inch copper tubes, brass headers, copper tank and troughs are used—all are heavily tinned.

We make them in 4 sizes, the smallest handling up to 10 cows, and the largest up to 75 cows.

The tubular principle is the correct one for cooling milk.

Send for complete description and prices.

## Cherry-Bassett-Winner Company

1918 Market St.

Bell Telephone  
Locust  
1018  
Next to  
Stanley  
Theatre  
PHILADELPHIA

## Dairy Council Activities

(Continued from page 2)  
a new feature, tried for the first time, the Health Cartoons.

The Health Cartoons met with an unprecedented success. Miss Helen Rogers of Pennsylvania State College Extension Work, gave health stories while Miss Lucille Philbrook, with chart and charcoal, illustrated with amusing cartoons. The "Health Fairy," a play given under the direction of Miss Maria Stryker, of the Philadelphia Health Council, was also presented.

### Work in Wilmington

Nutrition talks were presented in the Parochial Schools with success. About 2500 children heard the milk message during the four days.

On May 25th, the "Milk Fairies" will be presented at St. Elizabeth's Church, in the out-door amphitheatre, with a cast made up of children of the St. Elizabeth's School and will be coached by Miss Macan. May 26th a cast of fifty-six St. Hedwig's children will present the "Milk Fairies" at the St. Hedwig's Church hall. There will be two movies shown. From May 1st to 5th all the public school children will hear the food fairies. Mrs. Northup has had a series of milk demonstrations at the five health centers of the Child Welfare Commission.

### Clean Milk Work

Mr. Cohee has spent practically the entire month on the Eastern Shore of Maryland and in the State of Delaware, where he has been successful in eradicating much of the garlic annoyance. He found it necessary to suspend thirteen farmers for one week, and two for two weeks. This has served as a warning to others, and a marked improvement in the cleanliness of other farmers was immediately noticeable.

The following statistics have been compiled by Mr. Cohee on the milk inspection work accomplished from January 1st to April 1st: 2,468 sediment tests, 49 country meetings, with a total attendance of 4,929 people. 54 milk stations were visited, and milk dealers were given reports on the dairies of their milk contributors.

Melvin R. June, a newly engaged inspector, has been busy in South Jersey, where a series of clean milk meetings will be held in the near future. He has also made sediment tests in Easton, Md., which showed the milk there much improved. Mr. Chas. S. Detwiler, another inspector, spent three weeks in Lancaster, where he held a series of clean milk meetings and found the milk in very good condition.

### SILO CARE

Painting the inside walls of the wood stave silo with linseed oil every two years will aid greatly in prolonging its period of usefulness. A lead paint of any kind should never be used on the inside walls of any silo because of the possibility of the lead being dissolved by the silage acids and causing poisoning of the cattle.

### REGISTER CALVES

It pays to register pure bred dairy calves as soon after birth as possible. The dairy breed associations have a time limit after which the registration fee is doubled. It will also save trouble if all animals are registered before turning them out in pasture, to avoid a possible mistake in identification later.

The man who plows an acre walks eight miles.



## The Best Silo Costs Less in the End

Get the silo that offers the best weather protection, is the longest and looks best. Craine Triple Wall Silos are designed and built with that very purpose in view.

Three walls to protect your silage, an inside wall of fitted, upright staves, then a wall of heavy waterproof, frost-resistant silafelt, and then an outside wall of handsome strong spiral Crainelox covering. This makes a silo reinforced at every square inch of its surface that keeps silage perfectly in any season or climate.

**REBUILD OLD STAVE SILOS** on Craines at about half the cost of new silos. Write for the new beautiful catalog describing Craine Triple Wall and Crasco Silos. Orders placed now will earn a special early order discount.

CRANE SILO CO., Inc.  
Box 230, Norwich, N. Y.

## CRANE TRIPLE WALL SILOS



**Prest-O-Lite**  
STORAGE  
BATTERY  
Service Station

Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.

OUR SERVICE is unbiased and dependable.

## Pusey & Young Storage Battery Station

WEST CHESTER, PA.

COATESVILLE, PA.

## FROM COW TO CAN

The SANITARY MILKMAID milker is ready for business the day you get it—no installation, no expert to set it up or run it! Adjustable rear cups fit any cow. Many users are milking twenty-five cows per hour. MILK FLOW EASILY into your gathering tank. SAVES MONEY. Equipped with electric motor, for any voltage. Also furnished with gas engine power. Write today for full particulars.



## States Outlawing "Oiled" Milk

### NEW WORLD'S RECORD JERSEY Lad's Iota Produces Butterfat in Excess of Own Live Weight

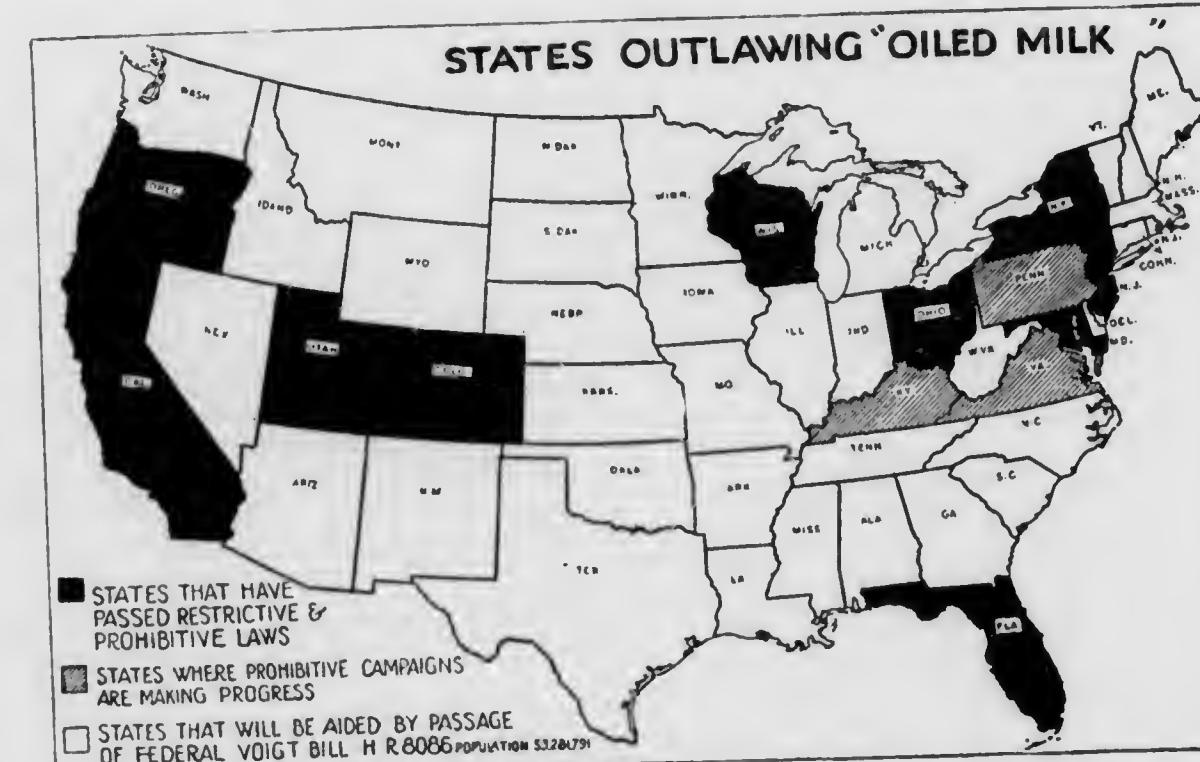
State by State, the combined forces of parents, teachers, physicians and milk producers are shutting out the "oiled" milk traffic and forcing all imitations off the grocery shelves.

Within the last month, the "pure milk" forces have won two bitterly contested legislative battles in the States of New Jersey and New York, thus putting eleven States on the list of protected territory and freeing nearly 29,000,000 persons from the danger of vitamin-less, coconut-oil milk.

The accompanying map shows the enlightened territory, comprising over one-fourth of our entire population.

New Jersey	3,155,900
Colorado	939,629
Utah	449,396
California	3,426,861
Oregon	783,899
Wisconsin	2,632,067
Ohio	5,759,394
Maryland	1,449,681
Connecticut	1,380,631
Florida	968,420
New York	10,384,829
Total population	31,330,197

Total population 31,330,197



### DAYLIGHT SAVING INJUNCTION REFUSED

(Continued from page 2)  
The coming of daylight and the coming of dew are signs by which the farmer must regulate his labor routine. The animals will not change their habits. The earth's processes will not change and the farmer has to reckon with them or lose. So the rule which gives an added hour of daylight to the cities usually means an added hour of labor for the farmer whose day often must begin according to the new time schedule though it cannot end until the hour appointed when crops first are sheltered for the night and when animals learned to return to cover only with the dusk and turn outward again with dawn.

But the farmer always has the benefits of clean air and outdoor labor. These primal advantages he is disposed to view with the lack of appreciation which we always have for long-familiar things. He does not know what existence can be like for those who pass all their time indoors and see the sky or breathe fresh air only now and then. If he did he would understand why the cities always clamor for the longer summer day.

National legislation which would stop all inter-state and export traffic was demanded in 1920, and Congressman Voigt of Wisconsin drafted a bill known as H. R. 8086, which fulfills all requirements and which has been reported on favorably by the House Committee on Agriculture by a vote of 14 to 4.



OPERATING a farm successfully means watching every item of overhead.

Grain, hay, farm products of all kinds are bringing better prices, but the profit lies, not so much in what you sell for, as in what you save in cost of production.

Good barns for your stock, strong silos, sanitary feeding floors, clean dairies and spring houses, well constructed chicken runs, adequate shelter for your trucks and tractor.

—all these help to keep down the cost of production, and you'll find more money in your pocket.

—and concrete construction insures you not only clean, lasting, weather-proof farm buildings, but it cuts out the item of yearly repairs and lowers your insurance cost as well.

Be sure you ask for Atlas Portland Cement when you start to build. The Atlas DEALER is always a good man to know. He can give you intelligent help in your building problems, because back of the Atlas DEALER are the vast resources and national reputation of the Atlas Portland Cement Company, manufacturers of Atlas Cement, "the standard by which all other makes are measured."

## THE ATLAS PORTLAND CEMENT COMPANY

New York  
Philadelphia  
Chicago  
St. Louis  
Birmingham  
Des Moines  
Boston  
Dayton  
Kansas City  
Omaha

## Penshurst Ayrshires

### NOTED FOR

- 1st. First Accredited herd in the State.
- 2nd. Large size, many cows weighing over 1400 lbs.
- 3rd. World's champion production records. Five cows average 21889 lbs. milk, 1017 lbs. butter.
- 4th. Economical production. Five pounds of milk for one pound of grain.
- 5th. Milk that meets exactly the standard for Certified Milk.
- 6th. Reasonable prices for cattle. Young bulls that will increase the production of your herd, some from dams testing over 42%. Prices as low as \$100 each.

Write for Pictures and Pedigrees

PENSHURST FARM NARBERTH, PA.  
(7 Miles from Philadelphia)

Try 2 bags at our risk



Prove on your own cows that Larro increases milk profits!

Dairymen! Write for our trial offer. Learn how Larro increases dairy profits. Learn how you can increase your milk and also produce the same milk with less cost—less feed—less work. The Dutch Dairy Farm, N. C. reports for example, "Larro helped our cows break state record for butterfat." Another report, "not only get more milk but my cows are healthier." Another, "it is the most economical feed, results considered, to be found. Hundreds of such letters prove Larro a real profit maker for dairymen."

**Larro** The Ready Ration for Dairy Cows

Larro increases dairy profits in four ways: (1)—Increases milk yields. (2)—Produces same milk with less cost and less feed. (3)—less cost—less feed—less work. (4)—Keeps cows healthy. It does this because it is a blend of selected ingredients is succulents, palatable, easily digested and highly nourishing. But prove our claims on your own cows. Get our offer. Learn how your dealer will sell you two bags of Larro to try at our risk. Larro fails to produce more milk, safer with return of money upon return of empty bags. Write to us with uncertain home mixtures. Why waste time? Write for all the facts—today, yesterday, today, tomorrow."

THE LARROWE MILLING CO., 1512 Larrowe Bldg., Detroit, Mich.

## For Sanitary Wash

IN

Punctures Scratches White Scours  
Contagious Abortions  
Mange Exzema Skin Diseases  
Parasites, internal and external  
Ulcerations and Pus Formations

USE

## THERA-POGEN

(in Pints, Quarts and Gallons)

the wonderful Healing Agent and ideal Antiseptic and Deodorizer  
If you cannot get it from your Veterinarian or Druggist  
write us their name and obtain free booklet.

THEODORE MEYER, Sanitation Chemist, 213 S. 10th St., Philadelphia

LET US  
DESIGN  
YOUR  
STATIONERY



PEDIGREE  
CATALOGS  
OUR  
SPECIALTY

HORACE F. TEMPLE  
PRINTER

BELLPHONE NO. 1 WEST CHESTER, PA.

### GAPE WORMS

Two Chicken Gape Worm Extracts for 25 cents, case 16 for one dollar, cash or postal order, no experiment. Used successfully by poultrymen throughout the U. S. for 25 years.

W. T. HALLOWELL

2404 So. Percy St., Philadelphia, Pa.

To obtain better results use a THATCHER (batch) FEED MIXING MACHINE Thoroughly mixed Molasses, Semi-Solid Butter Milk, Concentrates, or Roughage.

THATCHER MANUFACTURING CO.  
1202 Harrison Bldg., PHILA., PA.

M. & P. R. & E. King St., YORK, PA.

## COW TESTING ASSOCIATIONS

CUMBERLAND COUNTY ASSOCIATION  
A. A. Rodabaugh, Tester

Twenty-six herds were under test during the month ending April 13th. Fifty profitable and 16 unprofitable cows were sold by members of the association. Two pure bred bulls were purchased.

Mr. Otto's herd of 18 cows produced an average of 1412.6 lbs. of milk and 48 pounds fat. Mr. Strock's herd of 39 cows averaged 1031 pounds milk and 33.5 pounds fat.

The ten highest producing cows in butterfat for the month are as follows:

Owner	Name of Cow	Breed	Lbs.	%	Lbs.
		G. H.	1773	4.8	85.1
H. A. Shultz	Laura	R. H.	2178	3.4	74.1
A. P. Loudon	Shamy	R. H.	1941	3.7	71.8
I. V. Otto	Polly	R. H.	2037	3.35	68.3
G. W. Strock	Beatrice	R. H.	1532	4.3	65.9
L. H. Brechin	Sara	R. H.	1899	3.3	65.6
I. V. Otto	Bukie	R. H.	1713	3.7	63.4
E. H. Otto	Annie	R. H.	2034	3.08	62.8
A. Thomas	Ritter	G. H.	1881	3.2	62.6
G. W. Strock	Janet	R. H.	1650	3.7	61.1
I. V. Otto	Priscilla	R. H.			

### PROVIDENCE COW TESTING ASSOCIATION

Elkton, Cecil County, Maryland

Although March weather was rather hard on cows, yet out of the 375 cows in the association, 47 cows made 40 lbs. of butterfat or better and 42 cows gave 1000 lbs. milk or more during the month. Six unprofitable cows were sold to the butcher the past month.

The ten highest producing cows in butterfat for the month are as follows:

Owner	Name of Cow	Breed	Lbs.	%	Lbs.
		G. H.	1661.6	4.13	68.62
J. Irvin Dayett	Blacky	P. B. H.	1897.2	3.6	68.30
J. Irvin Dayett	Vallessa	P. B. H.	1122.2	5.1	60.60
H. B. Crowley	No. 66	P. B. J.	1940.6	3.05	59.19
J. Irvin Dayett	K. P. L. Marion	P. B. H.	1137.7	5.2	59.16
Mr. Beadenkopf	Elk Pontiac	P. B. H.	1401.2	3.9	54.65
Eugene Fenzl & Son	No. 1	G. J.	864.9	6.0	51.89
Harvey Anderson	General's Pansy	P. B. G.	933.1	5.5	51.32
Mr. Beadenkopf	No. 16	G. J.	1085.0	4.7	51.00
H. B. Crowley	No. 31	P. B. J.	979.6	5.2	50.94

### CHESTER COUNTY (PENNA.) ASSOCIATIONS

From the four Cow Testing Associations reporting for Chester county for the month of March, the following is submitted:

No. of Cows	No. in Test	No. sold	Official	Unprofitable	No. produced	40 lbs.	50 lbs.	100 lbs.	1200 lbs.	1200 lbs.
West Chester	600	38	7	91	34	122	67			
Avondale-West Grove	456	6	3	42	16	48	20			
Honeybrook	468	—	16	27	12	53	35			
Coventry	421	6	—	20	—	27	9			
Total	1845	50	26	180	62	250	131			

Four purchased bulls were purchased.

Highest two in each association

West Chester	M. L. Jones	Breed	Lbs.	%	Lbs.
West Chester	E. W. Powell	Hol.	2337	3.4	79.4
Avondale-West Grove	C. L. Foote	Hol.	2592	3.0	77.8
Avondale-West Grove	W. H. Whittle	Hol.	2104	3.5	64.2
Honeybrook	Mast Stoltzfus	Hol.	1366	4.3	58.7
Honeybrook	Samuel Martin	Hol.	1825	4.2	76.6
Coventry	Porter Farms	Hol.	2186	3.1	67.6
Coventry	Leonard Keim	Gurnsey	899	5.4	48.54
		Jersey	763	6.2	47.30

### SHARPLESS CONDENSED BUTTERMILK

The hatching season is here. Have you ordered your Buttermilk and prepared for the little chicks when they arrive?

### SHARPLESS CONDENSED BUTTERMILK

is high grade in every particular. Made daily in our clean dairy from fresh buttermilk, packed in barrels, 310 and 525 lbs. each—4½ per lb. 96 lb. drums—4½ c. lb. 47 lb. drums—5c per lb., f.o.b. Philadelphia.

Send check or money order with your orders.

**P. E. Sharpless & Co.**  
819 N. ELEVENTH ST.  
PHILADELPHIA



### PHILADELPHIA (Wood Stave) SILOS

### CENTURY (Cement Stave) SILOS

OPENING ROOFS  
(Full silo without refilling)

Cutters Feed Trucks

E. F. Schlichter Co.  
10 S. 18th St., Phila.

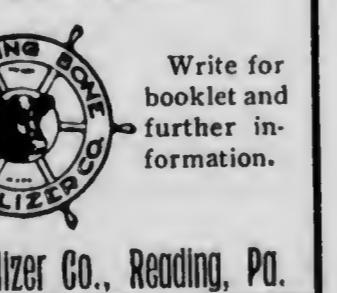


### READING BONE FERTILIZER

Service Satisfaction

Feeding the World: The American farmer's job. To do your utmost the land should be fed well. Stick to the old dependable, it comes to feeding the land—Reading Bone Fertilizer.

This trade mark means quality



Ask your dealer for Reading Bone Fertilizer.

Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.

## Does It Pay To Use Grain Feed For Dairy Cows On Grass?

This question was asked Wisconsin Cow Testers, men who are engaged the year around in conducting feeding tests for Cow Testing Associations. They keep an exact record of results—they know. Their word can therefore be taken as authority on summer feeding.

The following statements are taken from replies received by International Sugar Feed Company from Wisconsin Cow Testers in reply to the above inquiry:

Cumberland, Wis., March 11th, 1922. One member this summer was feeding grain practically all summer and was getting returned \$4.50 to \$5.00 for every \$1.00 expended (including pasture at \$2.00 per acre). The best kind of grain is the best kind of feed. The best way is to have the best pasture. Even with the very best pasture, a cow cannot be forced to maximum production on it alone. For maximum production she must consume a large amount of grain. The best pasture pays, and pays profitably in the long run.

Cushing, Wis., March 15, 1922. I believe that the supplementing of pastures with grain pays good dividends,

Healthy, Pure-Bred  
Foundation  
Stock

# CHESTER COUNTY

"THE COUNTY THAT COUNTS"

Guernseys  
Maple Shade Farms  
60 Registered Guernseys

The cows that give the high priced milk  
Federal Accredited Herd No. 8430

HERD SIRES

Laverna's Ultra May King  
24660 A. R.

Gerar Pearl's Royal 58411  
His six full sisters have eight A. R. records averaging 14371.4 lbs. milk 704.96 lbs. butter fat but two of which were made as aged cows.

M. T. PHILLIPS  
Pomeroy, Pa.

Guernseys

May-Rose Breeding  
HERD SIRES

LANGWATER HERO  
No. 39634  
Son of Langwater Heroine, A. R. record, 16221.1 lbs. milk, 805.64 lbs. fat in Class D.

LANGWATER ROYAL  
25th, No. 63968  
Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your Milk.

M. M. Hollingsworth & Son  
Landenberg, Pa.

ACCREDITED HERD



Crystal Farm Herd

Made the largest yearly average in the

West Chester Cow Testing Association

WINTERTHUR JOHANNA PRILLY SEGIS 206498

Won Senior and Grand Champion for two years at the West Chester Fair. His daughters show great individuality and production.

It Pays to Breed to Him.

FOR SALE  
Two heifers bred to him, due in June, a bargain  
Also Fresh Cow  
Absolutely Healthy Herd—just passed  
2nd Yearly Clean Test

Charles J. Garrett  
West Chester, Pa.

Holsteins

Towns End Farms

Home of the Long Distance Bull

King Pieterje  
Ormsby Piebe 17th  
No. 294184  
His Four Nearest Dams Average:

Butter—1 yr.—1123 lbs.  
Milk—1 yr.—24185 lbs.

Bull Calves for Sale at Farmers' Prices

Also a few Heifers and A. R. O. Cows bred to K. P. O. P. 17th

Approved Cows Taken for Service

E. P. ALLINSON  
WEST CHESTER, PA.

ACCREDITED HERD

Healthy, Pure-Bred  
Foundation  
Stock

## Jerseys

Financial Sensation

153793

"The Best Bred Bull in the World"

Heads the Herd at

Greystone Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

It Pays to Breed to Him.

FOR SALE  
Two heifers bred to him, due in June, a bargain  
Also Fresh Cow  
Absolutely Healthy Herd—just passed  
2nd Yearly Clean Test

Charles J. Garrett  
West Chester, Pa.

Jerseys

BULLS

A Few Choice Heifers

from

A. R. O. Cows

sired by

Financial Satin Noble

\$100 and Up

80 to Pick From

HIGHLAND FARMS

West Chester, Pa.

ACCREDITED HERD

## Ayrshires

Westtown School Farm

WESTTOWN, PA.

Our herd is headed by two splendid young bulls.

PENSHURST SANDY

Prize winner at National Dairy Show 1921. A son of Netherton Statesman Imported and grandson of The Champion of Scotland Brae Rising Sun.

BARON'S ITHAM OF WESTTOWN

Son of Baron's Best of Bargenoch Imported, one of the ten highest producing bulls of the breed.

FOR SALE

Grandsons of Baron's Best of Bargenoch Imported from high producing officially tested cows.

Federal Tuberculin Tested

Ayrshires

CONSTITUTION QUANTITY CONFORMATION QUALITY

Breeders of Bloomer's Queen, 4-yr.-old, 21820 lbs. milk, 1005 lbs. butter.

We sold 12 heifers in 1920 which averaged 12178 lbs. milk with first calf.

The Champion Jr., 3 yrs. old, who produced 16448 lbs. milk, 650 lbs. fat.

We offer 10 cows, 20 heifers and bulls which will increase the production of milk and fat.

FARMERS PRICES

James Deubler's Sons

Berwyn, Pa.

ACCREDITED HERD

### Facts Concerning Grades of Wheat

(Continued from page 1)  
means of measuring wheat quality has long been recognized by the grain trade and millers, and requirements relating thereto are made in practically all grading rules. It is generally understood that clean wheat with a high test weight give larger milling yields, and the results from many milling tests indicate that test weight and soundness when considered together are of far more value in appraising quality than when either is considered by itself.

The minimum test bushel for each grade is tabulated below:

60-lbs. per bushel for No. 1 wheat.  
58-lbs. per bushel for No. 2. wheat.  
56-lbs. per bushel for No. 3 wheat.  
54-lbs. per bushel for No. 4 wheat.  
51-lbs. per bushel for No. 5 wheat.  
Less than 51-lbs. will grade wheat Sample Grade.

(\*) Chief of Grain Standardization, Pennsylvania Department of Agriculture,

### April Milk Conditions

(Continued from page 1)  
Weather Effects Market

seasonable increase in production can be expected.

The condensed and evaporated milk markets have been weak. There has been no buying for export and the domestic markets drag. Miscellaneous brands of sweetened condensed milk declined 35 cents a case, but there have been no changes in the nominal quotations which, however, are weak.

May conditions are problematical. Warmer weather is needed to encourage consumption not only of milk, but ice cream as well. An increased supply, as cows go on pasture, is to be expected, but all losses from abortion can be greatly reduced by a persistent use of this Powder.

Basic prices for Grade B market milk in the Philadelphia market for May, are unchanged and will continue until further advised at the basis of 6 1/4 cents per quart or \$2.87 per hundred pounds for 4 per cent. milk, delivered Philadelphia, or \$2.28 per hundred pounds at country receiving stations in the 5-mile zone

SEED COSTS.

That it pays the buyer to look into the cost of seeds before purchasing has been recently emphasized by charges in considerable variance with the quoted market.

When preparing to buy seed it is well to look up quotations in the daily papers, when possible, or from government reports, which are readily available.

Statement of the ownership, management, circulation, etc., required by the Act of August 24, 1912, of Inter-State Milk Producers' Review, published monthly at West Chester, Pa.

Editor, August A. Miller, Brookline, Del. Co., Pa.; Managing Editor, F. P. Willits, West Chester, Co.; Business Manager, August A. Miller, Brookline, Del. Co., Pa.; Publisher, Inter-State Milk Producers' Association, Philadelphia, Pa.

Owners: (If a corporation, give its name and address; if an individual, give his name and address of individual owners.) Inter-State Milk Producers' Association, F. P. Willits, Ward, Pa.; H. D. Allard, Pa.; F. R. R. Branson, West Chester, Pa.; F. Shangle, Trenton, N. J.; E. Nelson James, Rising Sun, Md.; A. B. Waddington, Woodstock, N. J., and 13,746 others.

Known bondholders, mortgagees, and other security holders holding 1 per cent. or more of total amount of bonds, mortgages or other securities. If there are none, so state.) None.

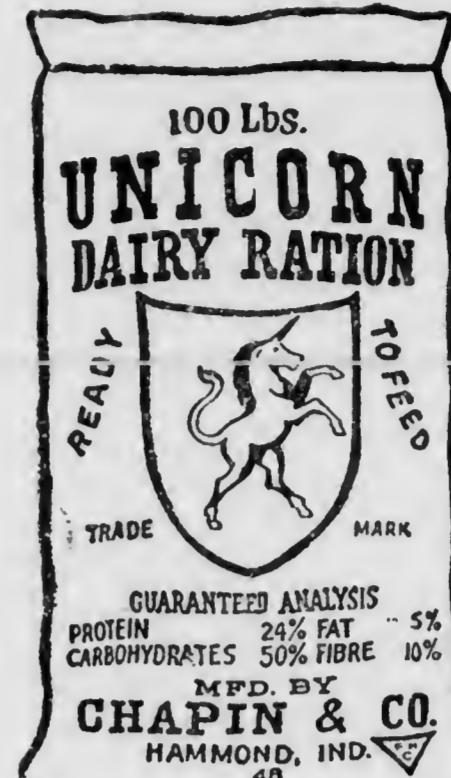
Average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above. (This information is required from daily papers only.)

JULY A. MILLER.

Sworn to and subscribed before me this 25th day of April, 1922.

Peter P. Henry Notary Public

My commission expires February 21, 1923.



Main Office: 327 S. La Salle Street Chicago, Ill.

CHAPIN & COMPANY

New England Office:  
131 State Street  
Boston, Mass.

### Fifty Registered Holsteins will be Sold

At Red Bridge Park, Chambersburg, Pa.

WEDNESDAY, MAY 31st, 1922, at 12 O'clock

This consignment is offered under the auspices of the Franklin County Holstein Breeders' Association and is selected for quality and breeding. It includes the best herds in Franklin County and represents the result of 20 years of consecutive breeding. Some A. R. O. Cows. All bulls have record dams. All offerings are from fully Accredited Herds or Herds under Federal Supervision. Sold subject to day test. Pennsylvania Railroad. Lincoln Highway. Good Roads. Good Hotels. Send for catalog to

S. R. Miller, Manager of Sale, Chambersburg, Pa.  
Col. Geo. W. Baxter, Auct., Elmira, N. Y.

### FOR SALE REGISTERED HOLSTEIN BULL CALVES

From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as Helpers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days

I. V. OTTO BOILING SPRINGS FARM CARLISLE, PA., R 6



### FOR SALE REGISTERED GUERNSEY BULLS

With A. R. Dams  
PRICES \$40 to \$150  
4 months to 2 years old Accredited herd  
S. P. WOODMAN, RUSHLAND, PA.

### STOP ABORTION

It spreads rapidly; it often caused by the same insects that carry the disease.

It causes the quantity of milk your cow secretes to also contaminate it.

B-K is your safest, surest weapon to stop abortion.

It has the strength to kill on contact.

The germs causing abortion, garter, easy and cheap to use; safe, clean-

contains no poison, acid or oil.

For a package—money back.

If not satisfied, ask for bulletin.

GENERAL LABORATORIES

Madison, Wisconsin

### GLOBE SILOS

#### Have a FULL Silo

Silos with ordinary roofs can only be filled with blower cutters within three or four feet of the top. When the silage settles there is a loss of five or six feet of Silo capacity.

Globe Silos with their extension roofs allow the use of a full Silo, level at the top, after the silage has settled. Globes keep silage prime from top to bottom.

Prices of Globe Silos back to 1917 levels. Write today for catalog.

extreme features and get particulars of special extra discount for early orders.

GLOBE SILO COMPANY

1-11 Willow St. Sidney, N. Y.

Write for 3-oz. sample bottle of Monarch.

Monarch Laboratories, Inc.

BLOOMFIELD, N. J.

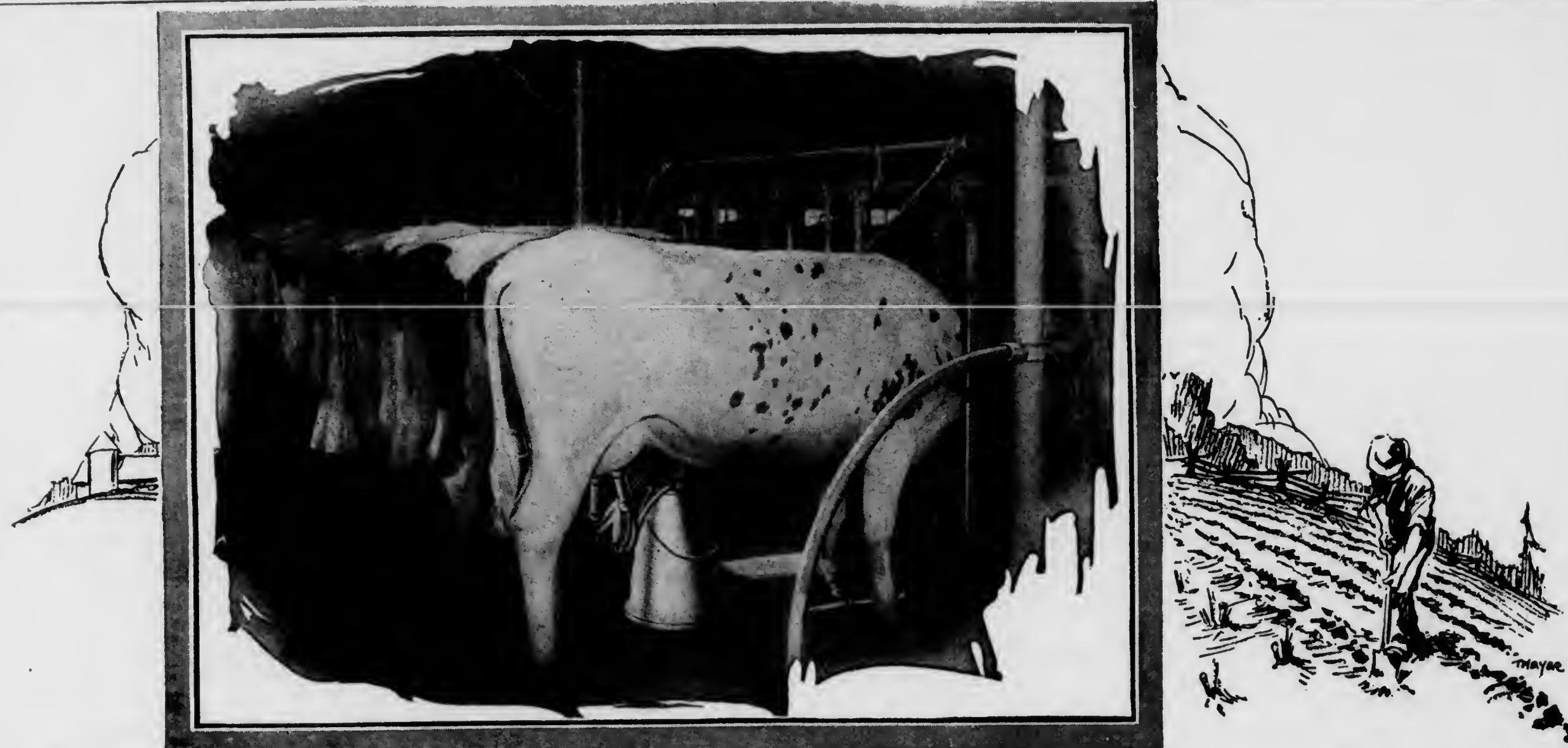
### BACK TO PRE-WAR PRICE

Monarch Dairy Sterilizer

\$2.00 PER GALLON

If your dealer does not carry Monarch, we will ship direct Express Prepaid.

A powerful Germicide and Disinfectant—Phenol sufficient 1



## Can the Dairyman afford Hand Work?

**H**UMAN labor is worth so much more today than the work of a machine that hand-labor would soon drive the farmer into bankruptcy. The dairyman who milks six or more cows can no more afford to milk by hand than he could to spade up an acre lot instead of plowing it.

Cost records on both large and small farms show beyond doubt that profits are increased by the Empire Milker. Cows are benefitted; cleaner milk is produced; labor costs are cut 50% or more.

In spite of new improvements, Empire Milking Machines are selling at the lowest prices quoted in ten years.

Can you longer afford expensive hand-labor in milking? Write today and find out how much the Empire will save you. Ask for catalog 50M

EMPIRE CREAM SEPARATOR COMPANY  
BLOOMFIELD, N. J.

Elgin, Ill. San Francisco, Cal. Toronto, Can.

Cream Separators — Gasoline Engines — Barn Equipment

# EMPIRE

## Milking Machines

*Empire  
Milkers  
do better  
work at  
lower costs*

# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME III

WEST CHESTER, PA., AND PHILADELPHIA, PA., JUNE, 1922

NUMBER 2

### MAY MILK CONDITIONS

#### MARKET APPROACHES NORMAL

Generally speaking the market has been on a fairly even basis during the past month.

The season, as far as any real flush of milk is concerned, has been about two weeks late—this was largely due to the cool weather which prevailed during May and retarded not only excessive production but consumption as well, particularly in the case of ice cream.

Taken on the whole the production of surplus milk does not appear to be as great as it was during 1920 and 1921. In some few districts however, where there has been no effort made to equalize production, this excessive summer yield continues to be made and has a bearing on the market. Estimates indicate a surplus of 15 to 18 per cent.

Platform conditions in the large distributing centers have been comparatively good. In the local markets the platform situation has been fairly even. Prices have been fairly stationary at about 5 cents a quart. Some ice cream makers, not distributors, have been keeping the platforms cleaned up when any great excess of milk developed, taking the milk at prices ranging from 4½ to 5½ cents per quart. These prices are with the quoted range of surplus milk delivered in Philadelphia.

The change to "daylight saving" time in Philadelphia has complicated shipping arrangements particularly for such producers who are making direct shipment. In instances branch line trains have been advanced and main line trains continued on the old basis with the result that milk from branch roads frequently lays at junction points from one to two hours.

The compilation has necessitated some changes in dairies, as producers can not meet the early trains. In other instances changes from railroad to truck shipment have been made and more are in contemplation.

At the time there is a strong effort being made to have the railroads make some concessions in the present schedules on a number of branch roads in the near Philadelphia territory.

The price of basic grade B. market milk, delivered in Philadelphia, continues unchanged at 64 cents a quart or \$2.87 per cwt. for milk testing 4 per cent. butterfat, while the price at receiving stations in the 50 mile zone continues at \$2.29 for the same grade

of milk. These prices continue until further advised.

May surplus price was unchanged from that of April. The average of 92 score solid packed creamery butter, New York City in May was 37.2 cents per pound. This makes the Class I surplus price 5.15 cents per quart or \$2.37 per hundred pounds, and Class II price 4.5 cents per quart or \$2.07 per hundred, for 4 per cent. milk delivered in Philadelphia.

At country receiving stations located

### VOIGT BILL PASSES HOUSE

VOTE WAS 250 TO 40

The first stage of the National fight to eliminate imitation milk has been won.

On May 25th the House of Representatives, after giving almost an entire legislative day to debate, passed the Voigt Bill by an overwhelming majority. The vote was 250 to 40.

Before final passage an amendment was made to the bill defining filled milk as a deleterious food and a fraud.

That particular section of the bill now

The bill on the whole provides that: "It shall be unlawful for any person to manufacture within any territory or possession or with the District of Columbia or to ship or deliver for shipment in interstate or foreign commerce any filled milk.".....

"Violations of any provision of the act upon conviction are subject to a fine of not more than \$1,000 or imprisonment for not more than one year, or both, except that no penalty shall be enforced for any such violation occurring within thirty days after the act becomes a law."

The passage of this bill by the House constitutes a great moral victory for the milk producers and consumers of the nation.

The bill now goes to the Senate.

The first turn in the road toward the protection of the health of the nation from the menace of filled milk has been made. It was not all plain sailing. The battle has been a hard fought one.

Manufacturers of filled milk have made every possible move to obstruct this legislation, not only in various states but in Washington as well. They have been assisted by a few other organizations. Some of these have contended that the proposed bill was unconstitutional, even in the face of opinions of the best constitutional law authorities.

But the public does not want to be fooled when it comes to its food supply and they made it plain to Congress.

The movement was endorsed by 523 women's and farmers' organizations, scattered throughout 34 states in the Union.

Authorities on nutrition, Dr. E. V. McCollum of Johns Hopkins University, an international authority; Dr. Sherman of Columbia University; Dr. Hart of the University of Wisconsin, have all testified on the lack of value of skinned milk compounds. Many state authorities dealing with food supplies of their states have taken a stand against these filled milk compounds.

The National League of Women Voters, and the National Congress of Mothers and Parent-Teachers Associations have declared in favor of this legislation.

In fact, opposition was confined to manufacturers of skinned milk compounds, the coconut oil group, sales organizations affected by the loss of sales of these fraudulently sold products and

Golden Secret's Pearl—Remarkable Guernsey Cow.  
Owned by M. T. PHILLIPS. See Page 4

on the railroad the Class I surplus price was \$1.75 and Class II, \$1.45 per hundred pounds for 4 per cent. milk, with inland stations carrying differentials subject to local arrangements.

There has been a decline of 4½ cents a pound in butter during the month. Ninety-two score butter, New York City was quoted early in the month at 39½ cents—a drop of 2½ cents was shown in the early days of May, since then the falling off has been gradual closing at 35 cents. A number of factors have influenced the market. The seasonal increase in the market has been backward. Grassy and garlicky butter had a bearing and for a time shipments from the west were held up. Stocks have been pretty well cleared and the low point in prices is looked for early in June when storage will begin.

Condensed and evaporated milk have been weak throughout the month although there were some indications of stiffening toward the close—when some 37,000 cases of evaporated were taken for (Continued on page 8)

reads as follows, the amendment being in italics:

(e) The term "filled milk" means any milk, cream or skinned milk, whether or not condensed, evaporated, concentrated, powdered, dried or dessicated, to which has been added or with which has been blended or compounded any fat or oil other than milk fat, so that the resulting product is in imitation or semblance of milk, cream or skinned milk, whether or not condensed, evaporated, concentrated, powdered, dried or dessicated, and as such is an adulterated and deleterious food and when marketed as such constitutes a fraud on the public.

This amendment leaves nothing for inference. It is a legislative declaration of the facts that have been claimed by the proponents of the bill. While the amendment is not binding upon the courts it is however, well known that the declaration of the legislative body, in regard to the purpose of the legislation, goes very far with the courts in determining whether or not it is constitutional.

(Continued on page 11)



## A PROFIT WITH A DECLINE IN THE PRICE OF MILK

By LEROY HOFFER

At the present time there are approximately 1200 dairymen and farmers in cow-testing associations in Pennsylvania. Everyone of these producers is educating himself by keeping books regarding his business. At the end of every cow-testing association year, he knows what he has expended on every cow in his herd in the way of grain cost, roughage cost and labor cost. In addition, his business is charged with the interest and depreciation on the investment in buildings, equipment and cows as individual machines working in his manufacturing plant; current expenses involved in maintaining the herd for a year and the cost to produce 100 pounds of milk and one pound of butterfat.

It has been but a few years since the cow that was producing 4000 pounds to 5000 pounds of milk per year, was a profitable cow to keep. According to the latest figures available there are herds which have been in cow-testing associations for a period of three years and during the year 1919 had an average production of 6000 pounds of milk with an appreciable amount of profit. These same herds have increased their average production during this three year period to 8000 pounds of milk in 1921. This was accomplished by weeding out the poor producers and by using better feeding methods. Increasing the average production of the herd 2000 pounds of milk, made possible for the owners of these herds to realize the same average profit as they did in 1918, even though the average price received per hundred pounds of milk during 1921 was one dollar less than during 1918.

It is the high-producing cow or the cow producing more than 6500 pounds of milk or 250 pounds of butterfat that has proven to be a salvation to the milk producer during this past year of economic readjustment. A study made of the records of the Huntingdon County Cow-Testing Association completing a year's work April, 1922, bears out the fact that the high-producing herds made a profit during the year.

### Comparative Cost of Production Results of the Three Highest Producing Herds vs. Three Lowest Producing Herds Huntingdon County Cow-Testing Association April 1921—April 1922

Producing Herds	Three Highest	Producing Herds	Three Lowest
Number of cows	26.16	34	
Average lbs. of milk	.8240	4618	
Average lbs. of butterfat	.297	188.4	
Average value of product	\$.182.10	\$102.06	
Average value of grain	.38.51	11.29	
Average value of roughage	.43.96	42.74	
Total cost of feed	.82.47	54.03	
Labor cost	.37.10	28.61	
Interest and depreciation	.27.23	24.45	
Current expenses	.20.06	13.35	
Credits	.18.46	17.76	
Net cost	.110.76	102.68	
Net cost and 10 per cent	.154.83	112.94	
Profit	.27.27	10.88	
Cost to produce 100 lbs. of milk	1.98	2.44	
Cost to produce one lb. of butterfat	.55	.59	

An increase in economic conditions. An increased production brought about by grading up the herd always means more profitable production.

### STATE AGRICULTURAL DEPARTMENT NOTE

The condition of wheat in the ground on March 1 was 92 per cent., compared with normal, and is approximately the same as one year ago.

## McCOLLUM'S EXPERIMENTS ANSWER CONGRESSMAN'S DOUBTS

By A. A. MILLER

Representative Aswell of Louisiana, wanted to know the effect of feeding filled milk to rats.

In the hearings on the Voigt Bill, H.R. 8086, conducted by the House Committee on Agriculture, he asked Dr. E. V. McCollum, of Johns Hopkins University, to make such an experiment for the benefit of the committee. Dr. McCollum said he would do so but he predicted what the result would be.

We are giving here, for the first time, the official result of the experiments, so that you may know what value filled milk compounds have in producing growth.

The experiment conducted by Dr. McCollum was among the 4,500 or more which he has conducted in nutrition work.

In these investigations the filled milk compound and the whole evaporated milk used were purchased in cans at retail, in the open market, and represented the product used in family consumption. Both classes of the product were made by the same manufacturing concern.

Several groups of rats were used in making the experiments. They were alike in breeding, age, health and general condition. The rats were about forty days old at the beginning of the experiments.

The figures in the preceding table are self-explanatory. The future of the individual dairyman depends largely on the productiveness of the cows he is keeping. The slogan for every dairyman should be, feed, feed and breed and at this time emphasizing the weeding out of the low-producing cows.

The evaporated milk group was fed a ration of rolled oats, 60 per cent; salt, 1 per cent; lime, 1/2 per cent; dextrin, 15 per cent; together with 22.5 per cent of evaporated whole milk.

The estimates of the quantities and values of the various dairy products include a milk production of 10,535,000,000 gallons in 1919, and 10,425,000,000 gallons in 1920.

The group carried on under this diet for 163 days and at the close of the investigation was used for demonstrations in other experimental fields.

The rats of the filled milk group were divided into two classes. Seven rats of one of these sub groups were fed a ration of rolled oats, 60 per cent; salt, 1 per cent; lime, 1/2 per cent; dextrin, 15 per cent; and filled milk, 22.5 per cent. These rats early developed symptoms of xerophthalmia, the fatal eye disease. They were not over half the size of the rats of the evaporated whole milk group. Their bodies were emaciated; the hair coarse, thin and dry. Bodily these rats were deformed and the ribs knobby. Their eyes had a fishy glazed appearance with deep fissures in the lids. In 48 days four of the rats of this group died. At the end of 55 days the remaining three of the group had also died.

The second class of the filled milk group of rats were fed a ration of rolled oats, 60 per cent; salt, 1 per cent; lime, 1/2 per cent; dextrin, 15 per cent, and 90 cubic centimeters of filled milk. Four rats were in this group. These rats all developed xerophthalmia, the fatal eye disease. They were also badly emaciated and exhibited the same general charac-

June, 1922

MILK PRODUCERS REVIEW

## SOME COMPARISONS AS TO MILK PRICES

Statistics compiled by the Bureau of Markets, U. S. Dept. of Agriculture show the average price paid producers of market milk throughout the United States to have been \$2.28 per hundred pounds for milk testing 4 per cent, butterfat.

The average for April was \$2.36 per hundred while that for May 1921 was \$2.72 per hundred pounds.

The average for the Middle Atlantic States for May was \$2.36.

May prices in the Philadelphia Milk Shed delivered at receiving stations in the 50 mile zone were as follows:—Basic, \$2.29; Class I surplus \$1.78; Class II surplus, \$1.48. These prices all being based on 4 per cent butter fat milk. The average surplus price, based on 90 per cent, Class I and 10 per cent Class II milk, was \$1.75 per hundred.

Using the customary reasonable averages of basic and surplus as a basis of calculation, the estimated weighted average price paid producers per hundred pounds 4 per cent butter fat milk at country receiving stations in the Philadelphia District in the 50 mile zone during the first five months of the current year were approximately as follows.

Basic	Surplus	Av. Wt.	Av.	
C-1	C-II	Surplus	Av.	
Jan.	\$2.28	\$1.78	\$1.48	\$1.75
Feb.	2.28	1.78	1.48	1.75
March	2.28	1.84	1.54	1.81
April	2.28	1.78	1.48	1.75
May	2.29	1.78	1.48	1.75

This gives a weighted average price for the five months of \$2.209 per hundred or 4.8 cents a quart for 4 per cent milk at Receiving Stations in the 50 mile zone or \$2.779 per hundred or 6 cents a quart, delivered on platforms in the city of Philadelphia.

Comparisons paid producers in other large primary markets are interesting. The following table shows the relative prices paid at country receiving stations on the railroads principally in the 50 or correlative shipping zone. These figures are based on four per cent butter fat market milk.

Bridgeport, Conn.	Dist.	\$2.02
Washington, D. C.	Dist.	2.29
Chicago, Ill.	Dist.	1.90
Baltimore, Md.	Dist.	2.10
Trenton, N. J.	Dist.	2.30*
Boston, Mass.	Dist.	2.42*
St. Louis, Mo.	Dist.	1.60
Cincinnati, Ohio	Dist.	1.80*
Pittsburgh, Pa.	Dist.	2.11*
Philadelphia, Pa.	Dist.	2.29*
New York	Dist.	2.15*

\* In these districts a basic and surplus plan of buying milk prevails and prices represent those paid for basic milk.

\*\* In New York milk sales are pooled. The prices named represent Class I fluid milk. The pool price paid in New York for April was \$1.73 per hundred for 4 per cent milk.

From these figures it will be noted that the price paid producers in the Philadelphia Milk Shed by buyers co-operating with the Inter-State Milk Producers Association, while not the highest on the list compares most favorably with the other markets and if weighted averages of the other markets were available, would, it is believed, head the list.

It is also to be noted that the Philadelphia market has yielded a consistent price, month by month while in other

districts sharp declines have been made.

In some of the unorganized territories prices have fallen to a much lower level and quotations as low as \$1.50 to \$1.75 per hundred are not unusual while milk for manufacturing purposes reaches a much lower level.

### WILL TEST CATTLE OF STATE FOR INFECTIOUS ABORTION

Pennsylvania, which took the lead of all the states in the treatment of tuberculosis in cattle, has again blazed the trail by perfecting a plan for the eradication and prevention of bovine infectious abortion. This disease is as wide-spread in the dairy and cattle herds of Pennsylvania as is tuberculosis and the annual loss is equally as large.

After years of study and preparation, the Bureau of Animal Industry of the Pennsylvania Department of Agriculture has arranged to test the herds of farmers that are interested in the plan. Absolute tests have been perfected for the detection of the disease and the herds will be tested much on the same order as the test for tuberculosis is carried out.

Certificates will not be issued to owners of clean herds at this time, although one such certificate has been issued by the department, but the herds that pass the tests and have no reactors, will be known as "clean herds."

The rules and regulations governing clean herds have been perfected and it is believed that the tremendous losses from this disease can be materially reduced.

Secretary of Agriculture Fred Rasmussen and Director T. E. Munce of the Bureau of Animal Industry, have spent much time in perfecting the plans and active field work has already been undertaken.

The plan is still in its infancy and during the next year changes may be brought about in the light of the experience that will have been secured.

### THE FARMER'S PINCH HITTER

By Prof. G. W. McCaen, College of Agriculture, Ohio State University, in Ohio Farmer

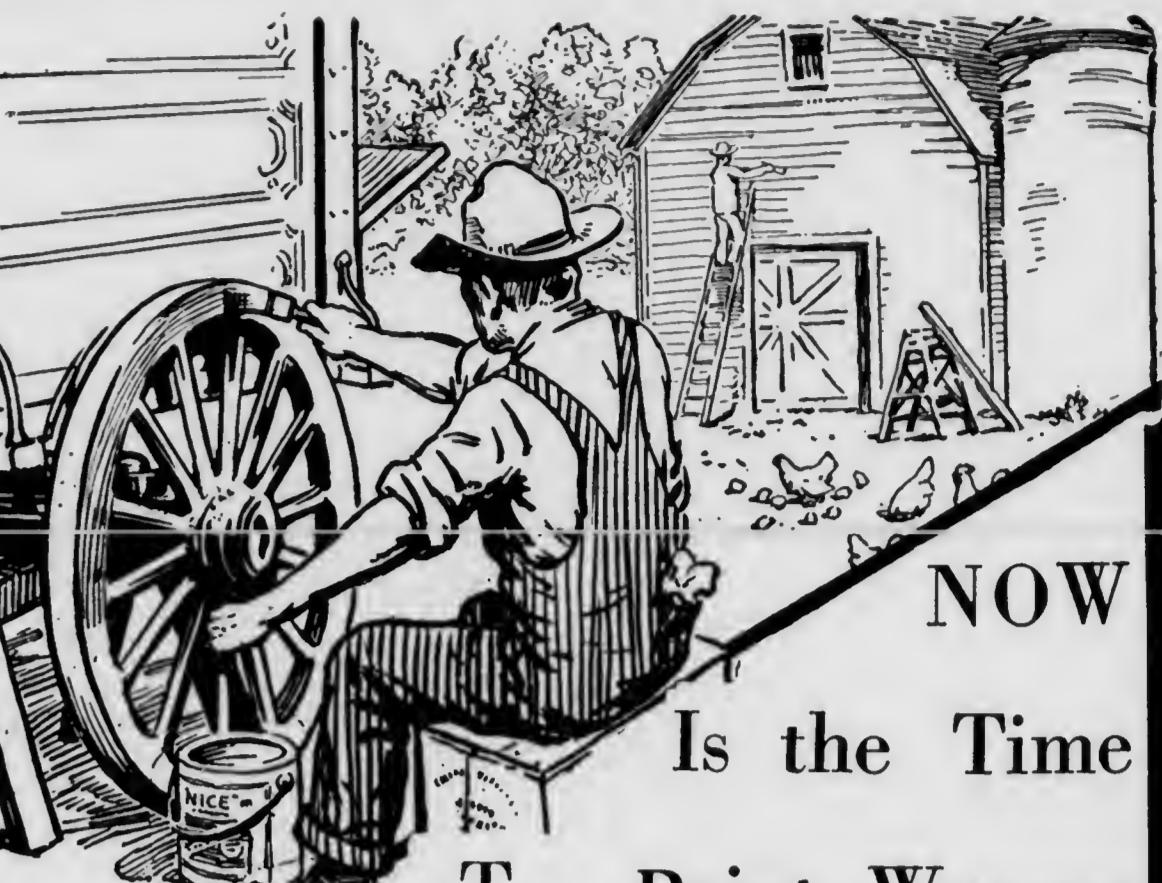
To have a successful season a base ball team must have a good pinch hitter. To grow a good crop in a backward season the farmer must also have a good pinch hitter. The tractor is the farmer's pinch hitter. This season has demonstrated that beyond a doubt.

The parable of the 10 wise virgins who were prepared for the coming of the bridegroom is applicable to the farmer of to-day. The man who is using power on his farm and has his tractor well prepared for the season's work did not have to worry much. He was able to work before breakfast and after supper if conditions made such practice necessary. The tractor knew no 10-hour day.

The various samples of milk and imitation milk compounds were purchased in the open market, without bias or misrepresentation on the part of the producers. The particular cans shown were purchased largely in industrial towns in New Jersey, including Camden, Gloucester, Perth Amboy, Jersey City, Hoboken, etc.

### TO EXPERIMENT WITH VITAMINE FEED FOR HENS

Will a hen grow faster or lay more or larger eggs if she is able to secure vitamins purposely added to her daily rations? This is a problem that food



### Buildings, Implements, Etc.

A coat of good paint NOW will add materially in conditioning them to give best service throughout the summer and fall.

With the still relatively high prices of building materials, implements and farm machinery of all kinds, it behoves every farmer to paint now and then—and use good paint.

**NICE** PAINTS

are good paints. They have been known and used by farmers for 40 years. Their hard wearing qualities have made them famous. They will wear well for many seasons.

Ask your dealer or write us

We have a practical booklet entitled "Paint Pointers" which we will send you free. It contains honest advice pertaining to every sort of paint job. Send for a copy.

**EUGENE E. NICE COMPANY, Philadelphia**



### FILLED MILK PRICES

Reproductions from the photographs made of the display of straight evaporated and imitation evaporated milk and showing the comparative prices at which they were sold and illustrated on the first page of the February issue of the Milk Producers Review, have been very extensively made by dairy and agricultural papers throughout the United States.

The interest these reproductions have created has been remarkable, and is just one more convincing argument in favor of legislation, both state and national to prevent the manufacture, sale and movement in inter-state traffic and export, of these oiled skim milk compounds.

The various samples of milk and imitation milk compounds were purchased in the open market, without bias or misrepresentation on the part of the producers. The particular cans shown were purchased largely in industrial towns in New Jersey, including Camden, Gloucester, Perth Amboy, Jersey City, Hoboken, etc.

The work is being conducted under the direction of R. A. Dutcher, head of the chemical agriculture department and H. C. Knandell, head of the poultry department. A. J. Sonja, a practical and scientific poultry specialist from the University of Minnesota will have charge of the hens, etc.

## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.

F. P. Willits, Managing Editor  
A. A. Miller, Editor of Advertising Mgr.  
Published Monthly by the Inter-State Milk  
Producers Association, Inc.

Business Offices  
24 E. Market St. West Chester, Pa.  
720-1-2-3 Illeld Bldg., Philadelphia, Pa.

Editorial Office  
720-722 Head Bldg., Philadelphia, Pa.  
Bell Phones Locust 5391; Locust 5392  
Keystone, Race 6879

Printed by Horace F. Temple  
West Chester, Pa.

Subscription Price  
50 cents a year in advance  
Advertising rates on application

Officers and Directors  
Inter-State Milk Producers Association  
President, H. D. Frazee  
Secretary, F. W. Shangle  
Treasurer, Robert F. Brinton

J. H. Bennett F. P. Willits  
Robt. F. Brinton F. O. Ware  
H. D. Allebach Albert S. Shangle  
E. N. Connerwhite F. W. Shangle  
E. R. Pennington R. L. Tussey  
F. M. Twining H. I. Lauver  
Ira J. Book J. A. Poorbaugh  
A. B. Waddington S. Blaine Lehman  
A. R. Marvel Harry B. Stewart  
J. Brady Smith

Entered as second-class matter, June 8,  
1920, at the post office at West Chester,  
Pennsylvania, under the Act of March 3,  
1879.

### Editorial



It has been hard to understand the action of one dairy paper, "Hoards Dairymen," in its opposition to the Voigt bill.

The dairy industry, as well as those interested in public welfare, have been supporting the Voigt bill from the start.

The House of Representatives had no difficulty in sizing up the situation, as its recent vote of 250 to 40 in favor of the bill indicated. The opposition being almost entirely from the southern group or what might be termed "vegetable oil" representatives.

We cannot expect every one to see and think the same, but we believe that any representative dairy paper should see the "hand writing on the wall" and that the bickering as to who wanted the Voigt Bill should be stopped and stopped at once.

The Voigt Bill now goes to the Senate. It has the support of 523 dairy, women and welfare organizations. It should have unanimous support of every person, every dairy paper, every organization interested in welfare work and the dairy industry on the whole.

This is no time to consider petty differences. One must be either for the Voigt Bill or against it, and those against it might be considered as lining themselves up with the cocoanut cow rather than the dairy industry.

Daylight saving mix-ups are many. Railroad schedule changes have complicated milk deliveries at many points.

Some branch trains have been changed to the daylight saving basis while through connecting trains, carrying milk, run on the old time schedules.

In some such instances milk shipments lay at the junction points upwards of an hour.

Farmers must start work an hour earlier but the milk arrives at its destination an hour later.

The dealers must conform to the daylight saving time system—but under the co-operative association of hotelmen in Atlantic City; of a slaughter house recently purchased in West Virginia and

an entire creamery in Pennsylvania. When farmers sought further information of the project from the State Bureau of Markets an investigation made by that department brought to light the fact that the ardent solicitor was unknown, at least by the name he used, at the seashore resort and that the Atlantic City Chamber of Commerce could find no trace of the co-operative buying organization he was supposed to represent. The matter was promptly referred to Colonel Schwartzkopf of the State Police and the department has no advice as to the result of such a meeting.

Truly, the troubles of the dairyman under so-called daylight saving rules, are many.

But, there will come a time, we believe,

The season of the year is at hand when added care and precautions must be taken by the producer of milk to insure a satisfactory milk supply. That does not only mean satisfactory to the buyer and consumer, but also means satisfactory to the producer.

Every can of milk lost by souring; by uncleanness of the milk itself or the utensils used in caring for the milk, means so many dollars lost by the producer, not only in the milk itself but in the feed and labor necessary to produce it.

Under existing conditions of high feed cost, the purchasing power of the dollar and cost of production generally, every effort should be made to produce good, clean, safe milk, which will insure greater consumption, a stable market and better conditions for the dairyman.

Sales of agricultural equipment and machinery have been retarded by insufficient price reductions, in the opinion of a distributor, although plows are a conspicuous exception. He cites a mowing machine marked \$45 before the war, which cost \$94 at the peak of costs, and has declined only to \$78. In spite of this, the dealer foresees better demand as the harvesting seasons approach. Interest in hay mowers and rakes is improving already. Sales of equipment for country estates have been normal.—Philadelphia Public Ledger.

### FARMERS WARNED AGAINST FAKE CO-OPERATIVE CONCERN

With the rapid developing of the co-operative marketing idea among New Jersey farmers, unscrupulous persons, according to reports that have reached the State Board of Agriculture, are already taking advantage of the trend of the movement to promote visionary or fake schemes at the expense of the farmer. A case in point is cited by the New Jersey Department of Agriculture as an illustration of what the grower must guard against in protecting himself and the legitimate co-operative organizations.

Sentiment among bankers regarding the use of pure-bred live stock in practical farming operations appears to be growing more favorable, and the attitude of the Charlottesville banks is evidence of this point. Pure-bred sires of good quality, as shown by information obtained by the Bureau of Animal Industry, increase the earning power of herds and flocks in which they are used.

### FREIGHT RATE REDUCTION ON MILK UNCERTAIN

While the Inter-State Commerce Commission announced a reduction of freight rates recently, their application to milk and dairy products appear to be uncertain.

The milk sold for \$983.00 and was produced at a feed cost of \$187.00. At the end of her last record this cow weighed 1220 pounds.

DAIRYMEN'S LEAGUE PRICES

The pooled price for 3 per cent. butter fat milk in the 200 mile zone for April has been announced by the Dairymen's League Corporation Association, Inc. The actual pool price was \$1.39 per hundred, less 6 cents expenses, or \$1.33 of which 10 cents per hundred was paid in certificate and \$1.23 in cash.

There is also provision that the reduction ordered to do not apply to any freight carried on passenger trains. Milk is largely if not entirely carried on or in connection with passenger service.

The Inter-State Commerce Commission has been asked for a clear ruling on the situation. If the ruling is unfavorable to the milk producers, there is no doubt, but

that they will be heard from and in no small voice.

We understand that there has been some conference on the part of the railroads looking toward a voluntary reduction in freight rates. We have had no advice as to the result of such a meeting.

We have already started the ball rolling in Washington. The National Milk Producers Federation is in touch with the situation and something may develop before we go to press.

In the meantime we are watching and waiting.

A movement has been started by Pennsylvania State College looking toward education along lines of marketing farm products as referred to in another column. The officers of the Inter-State Milk Producers Association pointed out to a number of State College officials last year that there was the greatest necessity for a complete course along marketing lines and we are pleased to note that the movement has been begun.

F. P. Willits, who served as president of the Inter-State Milk Producers Association for years, retiring at the last election and now a member of its Executive committee, leaves on June 11th for an extended trip to the Pacific Coast. He will visit California, Washington, Oregon and Alaska, and expects to return early in September.

### LOOK OUT

From time to time we hear of proposed organizations in which the farmers are interested which would not bear close examination as to their soundness.

Recently there has come to our attention an attempt to organize a company in the Inter-State Milk Producers Association territory, to handle milk, dairy and farm products and in which the farmers furnish the money and the other fellows the "experience."

While experience is absolutely necessary for success the farmers should carefully investigate such propositions and their proposed management before putting their money into the game.

### GOLDEN SECRET'S PEARL

The Guernsey cow—the subject of our front page illustration in this issue of the Milk Producers Review, is a cow with a remarkable record.

Golden Secret's Pearl, 77034, advanced Registry 8595, holds two records, one as a two year old of 12,994.2 pounds of milk and 606.86 pounds of butterfat, and as a three-year-old with 17,044.6 pounds of milk and 794.40 pounds of fat.

There are but three Guernsey cows of this age says M. T. Phillips, Pomeroy, Pa., who owns and bred this cow, that there have been but three Guernsey cows of he same age that have exceeded Golden Secret's Pearl record for butterfat and milk and dairy products appear to be uncertain.

The milk sold for \$983.00 and was produced at a feed cost of \$187.00. At the end of her last record this cow weighed 1220 pounds.

DAIRYMEN'S LEAGUE PRICES

The pooled price for 3 per cent. butter fat milk in the 200 mile zone for April has been announced by the Dairymen's League Corporation Association, Inc. The actual pool price was \$1.39 per hundred, less 6 cents expenses, or \$1.33 of which 10 cents per hundred was paid in certificate and \$1.23 in cash.

The June price for this association for Class I milk is \$1.75 and Class II \$1.50 per hundred pounds.

## LATEST MARKET PRICES

### SELLING PLAN

The Philadelphia Selling Plan for 1922 became effective with January. The basic quantity is represented by the average shipment of milk during October, November and December, 1921, on which the basic price will be paid. In April a surplus price based on 92 score solid packed creamery butter, New York City, plus 20 per cent. will be paid for milk in excess of the basic quantity, which is represented by surplus price Class I. For surplus milk in excess of the amount of the Class I quantity a price based on 92 score solid packed creamery butter, without the 20 per cent. premium and known as surplus Class II, will be paid.

### MAY BASIC PRICES

**F. O. B. PHILADELPHIA**  
Grade B Market Milk

Quotations are for railroad points. Inland arrangements.

**Grade B Market Milk**

Quotations include a deduction of one cent per 100 pounds which amount, together with one cent per 46 quarts, contributed by the buyer, is to be turned over to the treasurer of the Inter-State Milk Producers Association for the purpose of carrying on a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

**Basic Price**

Per cent. Test 100 lbs. per quart

3. 2.47 5.35

3.1 2.51 5.45

3.2 2.55 5.55

3.3 2.59 5.65

3.4 2.63 5.75

3.5 2.67 5.85

3.6 2.71 5.9

3.7 2.75 5.95

3.8 2.79 6.05

3.9 2.83 6.15

4. 2.87 6.25

4.1 2.91 6.35

4.2 2.95 6.45

4.3 2.99 6.55

4.4 3.03 6.6

4.5 3.07 6.65

4.6 3.11 6.75

4.7 3.15 6.85

4.8 3.19 6.95

4.9 3.23 7.05

5. 3.27 7.15

When the milk is not tested the price f. o. b. Philadelphia is 6 1/4 cents per quart

**Freight and Receiving Station Charges**

Miles Freight on 100 lbs. per quart

1 to 10 incl. 265

11 to 20 28

21 to 30 30

31 to 40 31

41 to 50 33

51 to 60 34

61 to 70 36

71 to 80 37

81 to 90 37

91 to 100 39

101 to 110 41

111 to 120 42

121 to 130 43

131 to 140 44

141 to 150 45

151 to 160 45

161 to 170 47

171 to 180 47

181 to 190 50

191 to 200 50

201 to 210 50

211 to 220 50

221 to 230 50

231 to 240 50

241 to 250 50

251 to 260 50

261 to 270 50

271 to 280 50

281 to 290 50

291 to 300 50

301 to 310 50

311 to 320 50

321 to 330 50

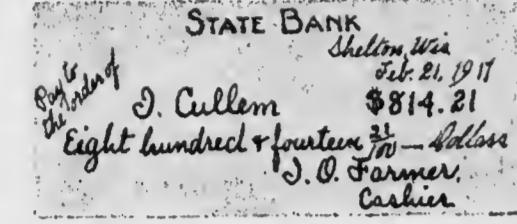
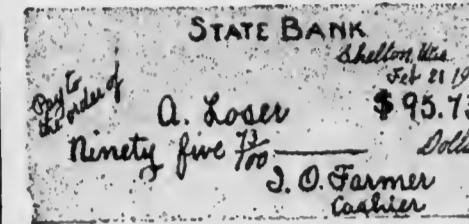
331 to 340 50

341 to 350 50

## The C-B-W Calendar

Equipment to handle milk from cow to consumer

### THE PROFIT FROM TWO HERDS FOR ONE YEAR



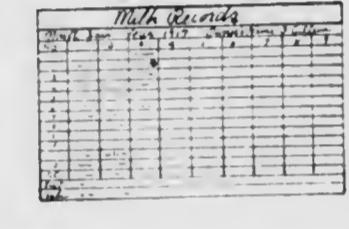
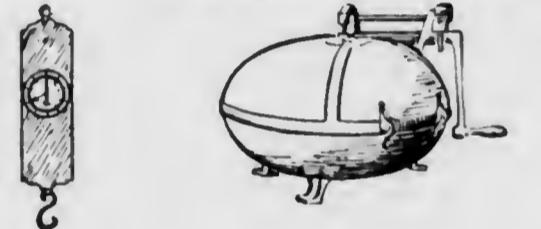
#### WHY THIS DIFFERENCE?

HERD A	HERD B
IT WAS NOT THE SIZE OF HERD.....	11 COWS
IT WAS NOT THE BREED.....	2 PURE BRED
IT WAS NOT THE FEED COST..... (SILOS AND GOOD BUILDINGS ON EACH FARM)	9 GRADES
	\$526.70
	\$569.96

#### HERE IS THE ANSWER

AVERAGE PRODUCTION OF BUTTER FAT.....	171.1 LBS. PER COW	386.9 LBS. PER COW

#### THIS IS A TRUE STORY AS TOLD BY



MORAL:—IT WOULD HAVE TAKEN 93 POOR COWS TO MAKE THE PROFIT THE 11 GOOD COWS MADE:  
DOES IT PAY TO KEEP RECORDS?

Dairymen, this isn't exaggerated. It does PAY to conduct your business scientifically. The time spent for testing and the equipment purchased, you will find, are two big investments, not wasted efforts.

We make this claim unbiased, even though we do sell herd record books, Babcock testers of all kinds, milk scales and everything else needed to produce milk at a profit.

Our Dairy Farm Catalog shows all these articles. If you haven't a copy get busy and ask us for one—there is an up-to-date price sheet in it.

**Still Effective** Have you ordered this special yet? Your neighbors and friends have. Why don't you use this opportunity to save money, too?

Every item something you need.

Link "Economy" Strainer, 10 qt.....	\$1.75
"Fishmouth" Covered Milk Pail, 14 qt.....	2.00
"Gong" Can Scrub Brush.....	each .30
B-K Sterilizer.....	1 gal. 3.00
Wyandott, 5 lb. sack.....	.40
Strainer Cloth, a roll.....	1.40
2 Bottles Facile Babcock Tester with glass- ware and instructions.....	6.50
Total (reg. prices).....	\$15.35

ALL FOR  
**\$14.00**  
at  
Phila.

**Cherry-Bassett-Winner Company**

Succeeding Phila. Farmers and Dairymens Supply Co.

1918 Market St.

Next to  
Stanley  
Theatre

Bell Telephone  
Locust  
1018

### LEGISLATION AGAINST BUTTER SUBSTITUTE ADVERTISING

The National Dairy Council requested Mr. Barney, Dairy and Food Commissioner, of Iowa, to lodge complaints with the Attorney General of that State, against the Jelke people, for false advertising and violation of the State laws of Iowa. Similar action has been taken in several other States.

In Iowa Mr. Barney vigorously proceeded against the Jelke people, and as a result they were fined \$100.00 on the grounds of advertising in violation of the State laws of Iowa, and also \$100.00 because of their packages were not marked as being a substitute for butter.

In Pennsylvania they have been ordered to withdraw all of their present form of advertising, and have done so. We have not yet concluded matters in Ohio and Michigan.

In an interview just had with the Advertising Manager of the Jelke Company, he stated that they have terminated all of their advertising in every State, and are not going to conduct any more advertising along the lines complained of—that their new ads which will appear later will not contain any statements or representations about which we have complained.

"The recent poster and essay contests were a means through which the children came to a better knowledge of the food value of milk. The results were most gratifying and will, we think, prove to be lasting and lead to better health."

"We wish to advise you that the parents and children enjoyed the Milk Fairies Play very much. We can assure you that the children derived benefit from it. We have heard from several mothers who state that their children drink milk now although they could not induce them to do so before."

Wilmington, Del.

"Just to show you how much we think of you and how the teachers and children enjoyed your work, we are going to ask you to come again. Would it be possible for you to return for a few days. We shall be glad to arrange your program."

Atlantic City, N. J.

"We have indeed appreciated your work. The teachers and children are all enthusiastic and we have to thank you for beginning a very worth while project."

"A public school conscience has been aroused toward the importance of this problem (nutrition)."

"The work has been uniformly successful. We have enjoyed your co-operation and we hope that we may start the work earlier next year and carry it through more confidently and enthusiastically than ever."

Juniata County Farm Bureau

"We believe that the small amount of work done here has been entirely worth while, both in results secured with the children and through the greater interest in the use of milk. We trust that more work of the same nature may be done next year."

Chester, Pa.

"Some children have gained as high as two and one-half pounds in a single week. So successful has this nutrition work been done that our superintendent of schools is now prepared to present the proposition to the School Board that they conduct nutritional classes as a part of the regular school system."

The foregoing extracts are but a few of the many that are received by the Council. They leave no question open as to the value of the work that is being done by the Council, both from a public welfare standpoint as well as that of the great value and importance of an increased consumption of milk.

An investment of \$2.79 in grain for one cow returned \$32.05 in milk, according to the dairy improvement association record.

### DAIRY COUNCIL

Hitherto we have confined our monthly paragraphs regarding Dairy Council activities to programs and field workers moments.

This information, however, does not acquaint our readers with the really important side of the work. The influences resulting from our workers efforts and its permanency.

Just how successfully our field workers have been in planting the seed which is to grow into permanent, well-organized work which has for its prime object the continued use of milk and milk products in the dairy diet, can be learned only through comments and expressions that come to us after our really brief campaigns have been made.

Our workers have established a valuable ground work for nutritional effort, created a demand on the part of citizens of many communities for continued effort; educated the leaders to carry on the work alone without the extended work of our staff necessary in opening and conducting our campaigns.

A few expressions of our work are appended:

Lancaster, Pa.

"The recent poster and essay contests were a means through which the children came to a better knowledge of the food value of milk. The results were most gratifying and will, we think, prove to be lasting and lead to better health."

"We wish to advise you that the parents and children enjoyed the Milk Fairies Play very much. We can assure you that the children derived benefit from it. We have heard from several mothers who state that their children drink milk now although they could not induce them to do so before."

Wilmington, Del.

"Just to show you how much we think of you and how the teachers and children enjoyed your work, we are going to ask you to come again. Would it be possible for you to return for a few days. We shall be glad to arrange your program."

Atlantic City, N. J.

"We have indeed appreciated your work. The teachers and children are all enthusiastic and we have to thank you for beginning a very worth while project."

"A public school conscience has been aroused toward the importance of this problem (nutrition)."

"The work has been uniformly successful. We have enjoyed your co-operation and we hope that we may start the work earlier next year and carry it through more confidently and enthusiastically than ever."

Juniata County Farm Bureau

"We believe that the small amount of work done here has been entirely worth while, both in results secured with the children and through the greater interest in the use of milk. We trust that more work of the same nature may be done next year."

Chester, Pa.

"Some children have gained as high as two and one-half pounds in a single week. So successful has this nutrition work been done that our superintendent of schools is now prepared to present the proposition to the School Board that they conduct nutritional classes as a part of the regular school system."

The foregoing extracts are but a few of the many that are received by the Council. They leave no question open as to the value of the work that is being done by the Council, both from a public welfare standpoint as well as that of the great value and importance of an increased consumption of milk.

## THE EASTERN GUERNSEY BREEDERS' ASSN'S Second Annual Sale of

### SELECTED GUERNSEYS

Will be Held at

DEVON, PENNA.

## Wednesday, June 14th, 1922

Among the large number of animals to be sold are a splendid lot of Advanced Register and other high-class dairy cows, sired by the best producing sires of the breed

### Breed Guernseys!

Cater to Philadelphia's most select and profitable milk trade

For Catalog Address

Leander F. Herrick  
Sale Manager

405 Main Street Worcester, Mass.

The Following Day

Thursday, June 15th, 1922

M. M. Hollingsworth will disperse his entire herd of Guernseys at

Landenberg, Pa.

### PENNSYLVANIA STATE COLLEGE CONFERENCE

### INSPECTION DURING TRANSPORTATION

A Conference at State College was called last month by the committee appointed at the Agricultural conference last Fall, when President Thomas was inaugurated. This committee was called THE COMMITTEE ON AGRICULTURAL RESEARCH, and resolved itself into a number of group conferences each one dealing with a particular department of the school of Agriculture.

The most striking feature of the conference was the report of the Committee of the Department of Economics on Marketing and foreign management, which if put into effect will place the State College of Pennsylvania on a par with other colleges in its teaching of marketing or statutory requirements.

It is necessary that all milk be properly cooled before sending to the city. Dairy farms should be equipped with facilities for cooling milk at least to 60 degrees F. Cans, during the trip to the city or to the city plant, should be protected from the sun; a covered wagon or wet blanket should be used. Covered railroad platforms are necessary.

Milk should not be delivered to platforms much before train time. When possible, jacketed or insulated cans should be used. By their use, properly cooled milk can be shipped long distances during hot weather with very little rise in temperature. The inspector should expend every possible effort to see that milk is handled in a sanitary manner while in the hands of the railroad companies. Less than carload lots of milk should be kept apart from chicken coops, livestock, and other possible sources of contamination.

When milk is shipped by the country station to the city plant it is usually properly cooled and sent in carload lots; iced refrigerator or special baggage cars being commonly used. Special care must be exercised in the icing of such cars.

All of the sub-committees visiting various departments report very crowded quarters, and the need of increased teaching staff to take up all the activities which they are called upon to carry for an organized Agricultural College.

Buy Your Silo Early.  
Have It Ready  
On Time

**GLOBE  
SILOS**

The extension roof idea for silos was first introduced by Globe Silo Company. The Globe roof is the only one with sides so nearly straight that silage settles level. This permits the owner of a Globe to have full capacity—no heaped up silage exposed to the air. Globe Silos are back to 1917 prices. Write today for catalog describing other Globe features. Get your silo erected before frost.

GLOBE SILO COMPANY  
1-11 Willow Street Sidney, N.Y.

as frequently a delay of hours may be encountered on the arrival of the car in the city before unloading. For protection during such delays, enough ice must be used to keep the milk sufficiently cold until it has been removed.

Delays in handling milk at the city station or platform are frequent, and at times the milk remains on the platform for several hours. Such delays during warm weather are injurious to the product and are usually due to neglect by the receiving company. Dealers should unload cars and remove milk immediately upon its arrival at the platforms or

### SHARPLESS CONDENSED BUTTERMILK

The hatching season is here. Have you ordered your Buttermilk and prepared for the little chicks when they arrive?

### SHARPLESS CONDENSED BUTTERMILK

is high grade in every particular. Made daily in our clean dairy from fresh buttermilk, packed in barrels, 310 and 525 lbs. each—4½ per lb. 96 lb. drums—4½ c. lb. 47 lb. drums—5 per lb., f. o. b. Philadelphia.

Send check or money order with your orders.

**P.E. Sharpless & Co.**  
819 N. ELEVENTH ST.  
PHILADELPHIA

yards (unless it arrives in properly iced refrigerator cars). Covered vehicles should be used in trucking the milk.

The city plant should be equipped with facilities for cooling and storing the milk immediately upon its arrival. Otherwise the milk may meet with a further delay before the plant is in position to give it proper attention. It should always be remembered that the less time taken in transporting milk

(Continued on page 12)

## Penshurst Ayrshires

### NOTED FOR

- 1st. First Accredited herd in the State.
- 2nd. Large size, many cows weighing over 1400 lbs.
- 3rd. World's champion production records. Five cows average 21889 lbs. milk, 1017 lbs. butter.
- 4th. Economical production. Five pounds of milk for one pound of grain.
- 5th. Milk that meets exactly the standard for Certified Milk.
- 6th. Reasonable prices for cattle. Young bulls that will increase the production of your herd, some from dams testing over 4½%. Prices as low as \$100 each.

Write for Pictures and Pedigrees

PENSHURST FARM NARBERTH, PA.  
(7 Miles from Philadelphia)



Economical  
or "cheap" feed  
- WHICH?

### What Larro Users Say

Every Larro user knows that quality counts in feed, not price. B. W. Partridge, Jr., Huntington, W. Va., says: "My cow's condition is vastly better on Larro. She has brought 2 calves, milked freely to within 2 weeks of both deliveries, is always full of 'pep' and never off-feed. No 'cheap' feed for me. I prefer an economical feed." Larro feed economy means extra profits, or profit instead of loss.



The Ready  
Ration for  
Dairy Cows

Cows keenly relish the succulent, easily digested and highly nourishing Larro blend. It is economical: (1)—Because it contains no fillers. (2)—Or produces same milk with fewer cows and less feed. (3)—Keeps the same high quality of feed at a lower cost than any ordinary home mixed kinds can be depended on to do this. Give Larro a trial and prove our claims. Write for details of the Larro guarantee.

THE LARROWE MILLING COMPANY  
1537 Larrowe Bldg. Detroit, Michigan

No filler—no off-grade ingredients  
"Larro never did. It does not now, and never will contain materials of poor quality or value. The bag of Larro contains the same high quality of feed as any ordinary home mixed kinds can be depended on to do this. Give Larro a trial and prove our claims. Write for details of the Larro guarantee.

### THE DAIRY LABORATORIES

5 North 20th Street, Philadelphia, Pa.

Consulting and Analytical Chemists  
Complete Chemical and Bacteriological Analysis of Milk, Dairy Products, Foods and Waters

FLY SPRAY TO KEEP FLIES OFF DAIRY CATTLE  
Chlorine Solution to Sterilize Milk Utensils  
Dr. Lee H. P. Maynard, Milk Expert  
Dr. H. S. Johnson, Bacteriologist  
Branches at Washington, D.C. Pittsburgh, Pa. Baltimore, Md. St. Louis, Mo.

LET US  
DESIGN  
YOUR  
STATIONERY



PEDIGREE  
CATALOGS  
OUR  
SPECIALTY

HORACE F. TEMPLE  
PRINTER

BELLPHONE NO. 1 WEST CHESTER, PA.

PHILADELPHIA  
(Wood Stave)  
SILOS

CENTURY  
(Cement Stave)  
SILOS

OPENING ROOFS  
(Full silo without refilling)

Cutters Feed Trucks

E. F. Schlichter Co.  
10 S. 18th St., Phila.

Sixteen per cent. of the farmers in this State stored ice during the past winter and is about double the number that stored ice during the winter of 1920-1921.

It appears that the number of flocks of sheep in Pennsylvania declined about three per cent. during the past year. This condition will change as the industry improves and takes on new life.

Approximately 57 per cent. of the farmers in the Keystone State have telephone connections. Conditions have not been favorable and there has been practically no extension of the lines during the past two years.

## COW TESTING ASSOCIATIONS

### YORK VALLEY ASSOCIATION

Albert R. Stubbs, Tester

During the month 22 herds, including 220 cows were on test in the York Valley Cow Testing Association. Of this number 35 produced over 40 lbs. fat and 51 produced over 1000 lbs. milk, while 10 produced over 50 lbs. fat and 29 over 1200 lbs. milk. The highest herd average was that of Henderson & Dummer, Mt. Wolf, Pa., whose herd of 9 Grade Holsteins and Guernseys averaged 1132 lbs. milk and 38.6 lbs. of butterfat. The highest single record was that of Virginia, owned by C. E. Etnier, York, Pa., which produced 1776 lbs. milk and 67.5 lbs. butterfat.

Owner	Name of Cow	Breed	Lbs.	%	Lbs.
		Reg. H.	Milk	Fat	Butterfat
C. E. Etnier	Virginia	Reg. H.	1776	3.8	67.5
Irvin Mundis	Dolly	Gr. H.	1452	4.6	66.8
C. E. Etnier	Pansy	Reg. H.	2073	2.7	56.0
C. E. Etnier	Laura	Reg. H.	1800	3.1	55.8
C. E. Etnier	Star	Reg. H.	1707	3.2	54.6
H. E. Robertson	Eva	Reg. H.	1689	3.2	54.0
H. E. Robertson	Echo	Reg. H.	1779	3.0	53.4
G. P. Livingston	Lady	Gr. H.	1503	3.5	52.6
H. E. Robertson	Butterboy	Reg. H.	1584	3.2	50.7
C. E. Etnier	Queen	Reg. H.	1668	3.0	50.0

### CHESTER COUNTY ASSOCIATION

Of the five Cow Testing Associations in operation in Chester county for the month of April, West Chesle led with 85 cows over 40 lbs. fat; 2nd, West Grove with 48; 3rd, Honeybrook with 32; 4th, Uwchland with 27 and Covntry with 16. The following men led in their respective associations:

Owner	Association	Lbs.	%	Lbs.
		Milk	Fat	Butterfat
M. L. Jones	West Chester	1677	4.7	77.8
E. P. Allinson	West Chester	1961	3.9	76.5
E. P. Allinson	West Chester	1964	3.6	70.7
E. W. Powell	West Chester	2135	3.3	70.4
H. Gates	Avondale-West Grove	1589	4.6	73.1
Charles Foote	Avondale-West Grove	2156	3.0	64.9
G. H. Mitchell	Avondale-West Grove	1159	5.4	62.6
J. Correll	Avondale-West Grove	1202	5.2	62.4
M. Stoltzfus	Honeybrook	2205	3.9	85.9
C. H. Goodman	Honeybrook	1372	4.7	64.4
Samuel M. Martin	Honeybrook	2019	3.1	62.5
Samuel M. Martin	Honeybrook	1839	3.4	62.5
W. B. McIlvaine	Uwchland	1182	5.4	63.8
Gilbert Smedley	Uwchland	1872	3.4	63.6
Gilbert Smedley	Uwchland	1410	4.4	62
Gilbert Smedley	Uwchland	1530	3.9	59.6
Furman Gyger	Coventry	1659	3.4	56.4
Furman Gyger	Coventry	1503	3.7	55.6
E. K. Lloyd	Coventry	1146	4.5	51.5
Baker Pyle	Coventry	1077	4.6	49.5

### CUMBERLAND COUNTY ASSOCIATION

A. A. Raudabaugh, Tester

Twenty-six herds, embracing 289 cows, of which 259 in milk were tested. Two profitable and eleven unprofitable cows were sold. Forty-six cows produced over 40 and 21 over 50 lbs. fat. Eighty cows produced over 1000 and 42 over 1200 pounds of milk.

Mr. Otto's herd average for 19 cows was 1436.4 pounds milk, 47.8 lbs. fat. Mr. Schultz's herd of 15 cows averaged 1177.3 lbs. milk, 38.2 lbs. fat.

Owner	Name of Cow	Breed	Lbs.	%	Lbs.
		Reg. H.	Milk	Fat	Butterfat
A. P. London	Shamy	R. H.	2271	3.67	83.3
G. W. Strock	Bess, 2nd	R. H.	1440	4.7	67.7
H. A. Shultz	Laura	G. H.	1854	3.6	66.7
I. V. Otto	Becky	R. H.	1839	3.6	66.4
E. E. Biddle	Vivian	G. H.	1362	4.4	59.9
C. W. Landis	Mary	G. H.	1530	3.9	59.7
G. W. Strock	Beatrice	R. H.	1806	3.24	58.6
E. E. Biddle	Rose	R. H.	1380	4.2	57.9
E. H. Otto	Annie	R. H.	1599	3.6	57.6
I. V. Otto	Seba	R. H.	2049	2.8	57.4

### PROFIT FROM DAIRY COWS DEPENDS ON HIGH PRODUCTION

(Continued from page 1)

High-producing dairy cows are nearly always economical producers. If a herd of purebred cows has greater ability to produce milk and butterfat than a herd of grades it will return more milk and butterfat for the feed consumed. As a rule, purebreds are bred for high production, and just to the extent that they are higher producers than the grades they may be expected to return more for the feed they use. But purebreds are not always high producers.

The ratio is not constant between the quantity of feed consumed and the quantity of milk produced. The records of cow-testing associations show that the cows that produced 10,000 pounds of milk a year ate only 55 per cent. more feed than those that produced 5,000 pounds of milk a year. The cows that made 7,500 pounds of milk a year ate only 21 per cent. more than those that made 5,000 pounds of milk a year. These figures are based on thousands of records.

Good fences make good neighbors.—Robert Frost.

Uncle Ab says: The man who seeks ways not to do things is always left behind by the one who wants to do 'em.

## IT IS YOUR PROBLEM

### To Produce the Most Good Milk at a Profit

Ayrshire Milk is the 4% milk—the average of all official records completed in 1921 being 10,819 pounds of milk testing 4.01%.

The Ayrshire Cow combines beauty of form with ruggedness and constitution. You will find her unequalled as a grazer and in her ability to produce many years at a profit.

## Come to Devon, Pennsylvania

June 15

and See the Finest Lot of Ayrshire Cattle ever assembled in a public sale ring

Write us Today for Information Regarding Ayrshire Milk

### Ayrshire Breeders' Association

BRANDON : VERMONT

### ACCREDITED HERDS IN PENNSYLVANIA; MERCER COUNTY LEADS

Pennsylvania has 928 herds of cattle that have been fully accredited as being free from tuberculosis.

Twenty of 2008 herds have been tested and found free of tuberculosis but in the case of more than a thousand herds sufficient time has not elapsed for them to become fully accredited under the State and Federal Plan.

Crawford county leads in the number of cattle tested. The report shows that the farmers of Crawford county have submitted 3,896 cattle to the test and only 96 of these reacted. This county has 116 accredited herds. Mercer county leads in the number of herds that are fully accredited, having 170, while Lawrence county has 110.

In the counties having 1,000 or more head of cattle tested, Allegheny county leads for the largest percentage found free of tuberculosis.

### TWO STATES TO EMPLOY GUERNSEY FIELDMEN

At a meeting in Boston, on April 28, the Massachusetts Guernsey Breeders' Association raised sufficient funds to employ a fieldman. A fieldman will be employed at one.

The New York Guernsey Breeders' Association held its annual meeting on April 29, in Albany, where the termination of the campaign for raising funds was marked by liberal gifts totaling over one thousand dollars.

A fieldman will be employed following the reorganization meeting to be held in Albany in the near future.

### UTILIZING FIELD STONES IN GROWING CROPS

Loose stones, commonly called field stones, are usually a menace in cultivated fields, but when they are largely of Calcareous composition they may be utilized in the growing of crops as is





Collins Farm Queen, Heilo De Kol, Kansas  
State Champion Butter Producer

## Why Great Dairymen use Empire Milkers

AT Maaikenshof, Bedford Hills, New York, the Empire Milker is used on pure bred Holsteins, making test records. Supt. R. E. Buell reports that although these cows are milked four times a day, teats have never been injured in any way.

Collins Farm Company, Sabetha, Kansas, milk their prize cows, including a State Champion, with Empire Milkers to save money and to increase production. The Cotati Company, Cotati, California, reports that the Empire saves \$3600 per year.

Thus from coast to coast, the great dairymen have approved the Empire as the most efficient method of milk production. And the same results are obtained from a grade herd of six or more cows.

The Empire reduces labor costs, makes cleaner milk, increases production and benefits cows.

Write today for further information.  
Ask for catalog 50M

EMPIRE CREAM SEPARATOR COMPANY  
BLOOMFIELD, N. J.

Elgin, Ill. San Francisco, Cal. Toronto, Can.  
Cream Separators—Gasoline Engines—Barn Equipment



The Empire  
Double Unit Milker

# EMPIRE Milking Machines



# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME III

WEST CHESTER, PA., AND PHILADELPHIA, PA., JULY, 1922

NUMBER 3

## JULY BASIC 110 PER CENT. Seasonable Market During June

Under the Philadelphia Selling Plan milk producers in this territory will be paid for an additional ten per cent. of basic milk in the months of July and August and 15 per cent. additional in September.

That is the basic quantity of milk shipped during July and August will be paid on a basis of 110 per cent. and in September 115 per cent. of the basic quantity established by each producer in October, November and December, 1921.

Taken on the whole, the market situation in the Philadelphia territory during June was close to normal. There were fluctuations in shipments as well as in consumption, being governed largely by weather conditions. No continued period of either excess supply or shortage was in evidence.

Milk production generally has been on a seasonal basis and the surplus on the Philadelphia market, so far this year has been below that of 1921. The excess supply on the large milk receiving platforms has been fairly well cleaned up, mostly at prices equal to those applicable for surplus milk. Ice cream makers, not having established receiving stations in the country have taken the major portion of the excess milk at prices ranging from 4 to 6 cents a quart at city platforms.

Changeable weather conditions during July influenced consumption as well as production. At times ice cream consumption was light. On the other hand warm sultry days increased the loss by sour milk.

Prices of Grade B market milk for June were unchanged at 64 cents per quart or \$2.87 per hundred delivered Philadelphia for 4 per cent. butterfat milk and \$2.29 per hundred on country receiving station platforms in the 50 mile zone.

June surplus milk, four per cent. butterfat content, based on an average price of 36.3 cents for 92 score butter, New York City, was figured at \$2.32 per hundred or 5 cents per quart for Class I milk and \$2.08 per hundred or 4.4 cents per quart for Class II, delivered Philadelphia. At country receiving stations, located on railroads, the surplus prices were as follows: Class I, \$1.73; Class II, \$1.44. Inland stations carrying differentials subject to local arrangements.

There has been little movement in

dairies during the month. In fact, during the past month the smallest number of transfers of dairies from one buyer to another have been recorded.

The season of storage has been on in the butter market during the past month and while production has been heavy there has been a corresponding good demand with prices relatively higher than at this time last year. It is expected that the amount of butter in storage on July first will approximate that of the same period last year.

Prices of 92 score solid packed cream-

## MILK PRODUCTION IN U. S. Gained Over 9 Billion Pounds

The total production of milk in the United States was 98,862,276,000 lbs. in 1921, according to the annual estimate made by the U. S. Department of Agriculture. This quantity shows a large increase over the year 1920, when the total production was placed at 89,658,000,000 lbs. On the basis of production per capita of population this amounted to an increase from 100 gals. (860 lbs.) in 1920 to 107 gals. in 1921.

Milk cows on farms increased 341,000 head during 1921, there being 24,028,000 head on January 1, 1922, compared with

254,684,000 lbs. to 261,727,000 lbs. during this period.

Condensed and evaporated milk production decreased 113,852,000 lbs. during 1921, dropping from 1,578,015,000 lbs. in 1920 to 1,464,163,000 lbs. Milk powder production also declined from 10,334,000 lbs. in 1920 to 4,243,000 lbs. in 1921. The quantities of cream powder and malted milk manufactured were not large compared with other products, but both showed decreases during 1921 compared with 1920.

The quantity of whole milk used in manufacture of milk chocolate was diminished during 1921 through the use of condensed and evaporated milk by an amount equal to one-third of the total quantity of 60,000,000 lbs. used in 1920.

The increase in the amount of whole milk used for household purposes during 1921, approximating 5,000,000 lbs., accounts for the largest share of the total increase over 1920 in the consumption of milk. The average consumption of milk and cream in cities was obtained from reports from 300 cities with a total population of 33,676,563, nearly one-third of the population of the United States. On the basis of this survey, the average quantity of whole milk consumed per person in the cities was estimated at 0.668 of a pint daily, and, in addition, the con-

## A Chain is no Stronger than its weakest Link



Poster designed for general publicity in connection with "Clean Milk" campaigns. See page 4.

er butter at the close of June were quoted at about 39¢ a pound, representing an advance of four cents a pound since the opening of the month.

An interesting feature of the butter market was the unexpected demand for butter for export to England where the customary supply from Denmark had declined, owing to European demand. Indications point to a good demand for butter with a rising market.

The market for sweetened condensed and evaporated milk has been generally dull. There has been little large lot buying and no demand from relief organizations for export. Prices have been unchanged with premium brands of condensed at \$5.00 to \$5.50 and miscellaneous brands ranging from \$4.25 to \$4.50 per case. Evaporated milk is quoted at \$3.65 to \$3.75 per case for miscellaneous brands with premium brands ranging from \$3.75 to \$4.00.

Although there was a small decrease in the total production of cheese from 362,491,000 lbs. in 1920 to 355,898,000 lbs. in 1921, the production of whole milk American cheese alone increased from

consumption of cream accounted for the utilization of 0.167 of a pint of milk, making a total equivalent to 0.835 of a pint of whole milk.

Combining the rural and urban consumption, the average per capita consumption of whole milk as milk and cream for household purposes was 1.08 pints daily. This is equal to 49 gals. of milk annually, which is the largest annual per capita consumption on record in this country.

Ice cream production as indicated by reports from manufacturers decreased 6% in 1921 compared with 1920. Applying this rate of decrease to the estimated total production of 260,000,000 gals. in 1920, the 1921 production is estimated at 244,000,000 gals.

The utilization of the grand total of 98,862,276,000 lbs. of milk for 1921 is shown in detail in the accompanying table. Using that figure as a basis, the average yield of the 25,061,000 milk cows in the United States in 1921 was 3,946 lbs. of milk. (Continued on page 8)

## DOES COW TESTING PAY?

By A. A. Radabaugh

That it pays and pays big for anyone interested in more economic milk production to be a member of a cow testing association is very strikingly brought out by records compiled by the tester for the Cumberland County Cow Testing Association. In order to bring before a number of men in the more direct way, the real value of this work, the tester has secured permission to "demonstrate" the value of testing association work. Several representative average herds were visited and the value of using the balanced ration shown. In one instance where there was a herd of eighteen cows at the time of the tester's demonstration, the owner was feeding a mixture of 1200 hundred pounds of corn and cob meal and oats and 100 pounds of cotton seed meal. This mixture cost him \$1.25 per hundred and 205 pounds of this was fed in securing 317 pounds of milk, an average of 100 pounds fed every 1.6 pounds of milk, a total grain cost of \$2.25. It was also pointed out that by feeding a balanced ration consisting of oil meal and cotton seed meal, in addition to the home-grown grain and roughage feeds, a mixture costing \$1.80 per hundred weight could be fed at one pound of the mixture for every 3.5 pounds of milk; that by so doing 115 pounds of grain would be saved on the herd per day at a saving of 93 cents. Figuring on this basis for a year the saving affected would amount to \$339.45. On another farm where the use of a balanced ration took the place of haphazard feeding, it was shown that by feeding the balanced ration at a cost of \$1.85 per hundred weight according to the animal's production, a saving of 1030 pounds of grain per month was affected, valued at \$16.50. And yet the herd production increased 807 pounds of milk and 40 pounds of butter. Other experiments were shown that by feeding a balanced ration according to the animal's production has increased the milk flow in course of two weeks time on individual cows of from five to twenty-five pounds of milk per day. One way of helping meet the decrease in price of dairy products by the farmer is to have as efficient and economical producers as possible. No better way exists to help bring about this situation than through membership in a Cow Testing Association. It is a means whereby dairying can be conducted on a real business-like basis.

## Fifty-fourth Annual Meeting of the American Jersey Cattle Club

The fifty-fourth annual meeting of the American Jersey Cattle Club was held in New York on the 7th of June. It was preceded on the evening of June 6th by the annual banquet. Both the banquet and the meeting were well attended and pronounced very satisfactory and successful by those who participated.

At the annual meeting there were sixty-one members of the club present in person, and three hundred and sixty-one others were represented by proxies, making a total representation of 427. In opening the meeting President Mum, in a short address, emphasized the importance of the great opportunity that

## Cut this Out—Keep for Reference

### QUARTS — POUNDS

1 Quart	2.15 lbs.
46 Quarts	100 lbs.
100 Quarts	215 lbs.

Many producers of milk sell their product on the basis of per hundred pounds, others on the basis of quarts.

Frequently they are at loss to know the exact weight in pounds as compared to quarts.

The following table has been worked out by Robert F. Brinton, based upon the government standard of 2.15 pounds per quart of milk.

Readers of the Review would do well to clip this table and either file it or paste it up in the milk house so that at all times there could be observed at a glance the relative quartage or poundage as may be desired.

Qts.	Lbs.	Qts.	Lbs.	Qts.	Lbs.	Qts.	Lbs.	Qts.	Lbs.
1	2.15	26	55.90	51	109.65	76	163.40		
2	4.30	27	58.05	52	111.80	77	165.55		
3	6.45	28	60.20	53	113.95	78	167.70		
4	8.60	29	62.35	54	116.10	79	169.85		
5	10.75	30	64.50	55	118.25	80	172		
6	12.90	31	66.65	56	120.40	81	174.15		
7	15.05	32	68.80	57	122.55	82	176.30		
8	17.20	33	70.95	58	124.70	83	178.45		
9	19.35	34	73.10	59	126.85	84	180.60		
10	21.50	35	75.25	60	128	85	182.75		
11	23.65	36	77.40	61	131.15	86	184.90		
12	25.80	37	79.55	62	133.30	87	187.05		
13	27.95	38	81.70	63	135.45	88	189.20		
14	30.10	39	83.85	64	137.60	89	191.35		
15	32.25	40	86	65	139.75	90	193.50		
16	34.40	41	88.15	66	141.90	91	195.65		
17	36.55	42	90.30	67	144.05	92	197.80		
18	38.70	43	92.45	68	146.20	93	199.95		
19	40.85	44	94.60	69	148.35	94	202.10		
20	43	45	96.75	70	150.50	95	204.25		
21	45.15	46	98.90	71	152.65	96	206.40		
22	47.30	47	101.05	72	154.80	97	208.55		
23	49.45	48	103.20	73	156.95	98	210.70		
24	51.60	49	105.35	74	159.10	99	212.85		
25	53.75	50	107.50	75	161.25	100	215		

### NEW RECEIVING STATIONS IN FRANKLIN COUNTY

For a long time the officers of the Inter-State Milk Producers Association have been endeavoring to better the market conditions of the dairy farmers in Franklin county.

It is now possible to state that two new receiving stations will be built and operated in that county.

The Supply-Wells-Jones Company, of Philadelphia, will build a plant at Chambersburg and another at Waynesboro, Pa. These new plants are expected to be completed and in operation by October first.

Regular Inter-State Milk Producers Association prices will be paid for milk at these new plants.

To the farm woman of today we look to win for rural society equal advantage with society at large in matters of the human mind and spirit.—Galpin.

The John T. Lewis & Bros. Company, Philadelphia, celebrated during the past June, the 150th anniversary of its business existence.

In 1772 Mordecai Lewis entered the firm of Neave, Harman & Lewis, then importers and dealers in white and red lead. Later the firm was known as Mordecai, Lewis & Co. Business was continued until 1806, when sons of Mordecai Lewis formed a new firm under the name of M. & S. N. Lewis, acting as selling agents of the older firm.

Later these two firms consolidated under the name of John T. Lewis & Bros.

The company has in recent years become closely linked with agriculture, more particularly with the dairy industry through its manufacture of linsed oil cake—which has become an important article of commerce used in the mixing of feed for dairy cattle.

### COMPARISON OF FARM PRICES

The following table shows the comparison of prices for farm commodities on May 1, 1922 and May 1, 1921, based on estimates made by the Bureau of Statistics, Pennsylvania Department of Agriculture, and is the average of the prices prevailing in the different counties:

### MILK TRANSPORTATION

#### The Railroad vs. the Auto Truck

Many farmers and dairymen within a radius of a hundred miles and more of Philadelphia, are contemplating a change in their method of transporting milk. The recent refusal of the Inter-State Commerce Commission to reduce the rates on milk transportation along with their reductions on other types of freight, has brought about the possibility that the specially built milk cars, with their excellent refrigeration facilities, might be abandoned and that the milk industry will turn to the motor truck for its long and short distance hauls.

While dairymen in this part of the country have for many years relied on the train service for milk transportation, many large cities in the West and South have long since adopted the motor truck as being more economical and efficient. Wilmington, Minneapolis, St. Paul and Cincinnati now rely entirely on the motor truck.

But dairymen in Pennsylvania, New Jersey, Delaware and Maryland have found the train service satisfactory, and are thinking twice before abandoning the railroad for the untried "milk trucks."

The fact that the cost of milk transportation has remained at the maximum level, while milk prices have decreased 33 1/3 per cent, since war times, makes it imperative to find a cheaper means of transportation. The dairymen of other sections of the country have found the motor truck to be a solution of the problem, and dairymen of this vicinity are now seriously directing their attention to the possibilities of the motor truck.

A move is now on foot to have members of the National Federation of Milk Producers meet at Washington, D. C., to discuss methods of milk transportation. Representatives of the automobile industry have expressed their interest in the move, and may possibly be invited to attend the conference.

Mr. H. D. Albrecht, president of the Inter-State Milk Producers Association, commences as follows on the rapid increase in the use of trucks for milk transportation within recent years.

"The use of the motor truck increased by 40 per cent in 1921 over that of the preceding year and there is every reason to believe that it has increased in even greater proportion since January, 1922.

Great inconvenience has been caused by the daylight saving ordinance recently passed in Philadelphia, because of which milk trains have been moved one hour ahead to coincide with the daylight saving schedule in the city. It is felt that the motor truck will help solve the problem created by the daylight saving schedule to some extent.

Farmers and dairymen will, no doubt, be reluctant to change from a system found satisfactory through so many years, and the change, if it comes, will be made only after it is certain that the railroads are no longer the most satisfactory and most economical means of transportation.

Milk, when first transported by train, was classed as passenger service, for the reason that the milk cans were placed in the baggage car of the passenger train. Later on, when special cars, with refrigeration facilities, were put into use, making milk a "freight transportation" in every sense of the word, milk was still retained on the railway's books as a "Passenger Service." And for this reason, the recent reductions in freight rates, it is ruled, do not apply to milk transportation.

### Milk Production in the U. S.

(Continued from page 1)

#### UTILIZATION OF MILK IN THE UNITED STATES, 1920 AND 1921\*

USE	1920		1921	
	Whole Milk Used Pounds	Per cent of Total Milk	Whole Milk Used Pounds	Per cent of Total Milk
Household purposes	139,096,000,000	43.600	145,143,000,000	45.660
Manufacturing purposes	43,676,260,000	48.712	46,493,408,000	47.030
Fed to calves	4,202,000,000	4.688	4,260,000,000	4.310
Waste, loss and unspecified uses	2,655,000,000	5.000	2,595,858,000	5.000
Grand Total	89,658,000,000	100.000	98,862,276,000	100.000

\* Figures for manufactured products for both years are from reports to the U. S. Department of Agriculture; other figures are estimates based on surveys.

† Based on a per capita consumption of 43 gals. in 1920 and 49 gals. in 1921. Population estimated on census figures.

‡ Based on a consumption of 200 lbs. per calf. Calf crop estimated as 90% of dairy cows; calves fed estimated as 85% of dairy cows; and calves lost and slaughtered at birth estimated 5% of dairy cows.

§ Represents annual production of 25,061,000 cows, averaging 3,915 lbs. of milk per cow.

\*\* Utilization of milk in manufactured products, 1920 and 1921

PRODUCT	1920		1921	
	Milk used per unit of product manufactured Pounds	Quantity of product manufactured Pounds	Whole milk used Pounds	Per cent of Total Milk
Creamery butter	18,157,016,000	18,135,17,000	20,226,000	22.4-8
Farm butter	21,675,000,000	14,175,000,000	15,810,000	13,650,000,000
Cheese (all kinds)	10,362,431,000	3,624,310,000	4,012	355

## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.

F. P. Willis, Managing Editor  
A. A. Miller, Editor and Advertising Mgr.  
Published Monthly by the Inter-State Milk  
Producers Association, Inc.  
Business Agents  
24 E. Market St., West Chester, Pa.  
720-1-2-3 Head St., Philadelphia, Pa.

Editorial Office  
720-722 Head Bldg., Philadelphia, Pa.  
Bell Phone Locust 5391, Locust 5392  
Keystone, Race 6879

Printed by Horace F. Temple  
West Chester, Pa.

Subscription Price  
50 cents a year in advance  
Advertising rates on application

Officers and Directors  
Inter-State Milk Producers Association  
President, H. D. Allebach  
Vice President, Frederick Shangle  
Secretary, B. W. Baker  
Treasurer, Robert F. Brinton

J. H. Branach F. P. Willis  
Bob. F. Brinton F. O. Ware  
H. D. Allebach Albert Sager  
W. D. Copperwhite Frederick Shangle  
E. M. Nelson James E. H. Donovan  
E. M. Pennington K. I. Tussey  
F. M. Twinning H. I. Lauver  
Ira J. Book J. A. Poorbaugh  
A. B. Waddington S. Blaine Lehman  
A. J. Brinkley Harry B. Stewart  
J. Brady Smith

Entered as second-class matter, June 8,  
1920, at the post office at West Chester,  
Pennsylvania, under the Act of March 3,  
1879.

### Editorial



### SAVING AT THE SPIGOT

One of the heavy losses to milk producers at this season of the year comes from milk that has gone sour in transit from the farm to the station or to the buyer in the city.

Many dairymen do not realize what this loss means nor that it is largely up to themselves to prevent it.

The time taken to properly cool the milk after milking and keeping it cool until it arrives at its destination means many profitable dollars to the milk producer.

We recently learn of a truck shipment of some 36 cans of milk to a receiving station. Thirteen cans of milk were sour when they arrived at the station and were rejected. We further learn that this milk was transported less than eight miles—and we also learn that it was transported in the hot sun with no protecting covering.

Are not producers shipping milk in this fashion "saving at the spigot and losing at the bung?"

When milk is properly cooled on the farm the same measure of protection to the milk should be given in transit.

Many a dollars loss in sour milk can be saved by properly covering the milk cans when they leave the farm.

Jacketing each can is the best method, but coveting with a wet canvas or blanket will go a tremendous way toward eliminating losses.

### FREIGHT RATES ON MILK

We seem to have struck a snag. The co-operative dairy interests prepared an excellent case in the arguments for a decrease in freight rates on milk, even though all interests were not in perfect accord. This, however, being due to a diversity of conditions in different primary markets. Nevertheless we believed a good case was made—only to learn when the report of the Inter-State Commerce Commission announcing the decrease of approximately 10 per cent. in the rates on agricultural rates, that the ruling did not include milk. Why? It was learned that the commission did not

consider the milk traffic as freight under the general classification as such, but that it must be considered in that it moved on the railroads as passenger traffic under the classification of passenger rates. A fine distinction with which we cannot coincide—but there we are.

Efforts to get hearings before the Inter-State Commerce Commission are under way. The dairy farmer is being heard from, but such matters move slowly. Nevertheless we are going to keep everlastingly at it and we are not going to be satisfied in what appears to be a discrimination against this important branch of agriculture.

### MILK PRODUCTION AND CONSUMPTION

An analysis of the production and consumption of milk in the United States in 1921 as presented in another column in this issue of the Review exhibits some very interesting data.

The production of milk estimated at 98,862,576,000 pounds, shows a gain of 9,204,726,000 pounds over 1920. The average per capita consumption of 49 gallons is the largest on record. Upwards of 350,000 more cows were on farms on January first, 1922 as compared to a year ago, and the average rate of production was 3945 pounds of milk per cow.

The per capita consumption of milk is estimated at 1.08 pints per day. For the best results scientists say it should be a quart a day.

As many of these markets are operating on a basic and surplus or in instances some form of pooling plan, the foregoing figures do not fully represent the actual price which the producer receives.

A closer comparison of prices which farmers receive at country plants is possible when a range of several months prices in such markets as the Philadelphia and New York districts is taken.

The following table gives the comparative prices for the first half of this year.

### COUNTRY STATIONS—PHILADELPHIA 50 MILE ZONE

	Jan.	Feb.	Mar.	April	May	June
Basic Milk	2.08	2.08	2.08	2.09	2.09	2.09
Class I Surplus	1.58	1.58	1.64	1.58	1.58	1.73
Class II Surplus	1.28	1.28	1.34	1.28	1.28	1.44
Monthly avg. price to farmer	2.027	2.027	2.009	2.00	1.982	

Average price for five months \$2.009 per hundred pounds.

### COUNTRY STATIONS—NEW YORK 200 MILE ZONE

	Jan.	Feb.	Mar.	April	May	June
Class I Milk	3.30	3.195	2.72	2.50	1.95	1.95
Class II Milk	2.30	1.90	1.95	1.75	1.70	1.70
Pooled Price	2.365	2.245	1.85	1.595	1.555	
Cash Price to Farmer	2.11	1.97	1.60	1.435	1.40	
Certificate of Indebtedness	.20	.20	.20	.10	.10	
Expense	.055	.075	.065	.06	.055	
Average cash and certificate price for five months	\$1.863					

Average cash and certificate price for five months \$1.863 per hundred pounds.

### ASSOCIATION NOTES

There have been two meetings of the Executive Committee of the board of directors of the Inter-State Milk Producers Association during the past month.

Several propositions of minor importance in association affairs have been taken care of by the committee and some further outlining of the proposed program to broaden the field of work in connection with check testing and weighing of members' milk has been done.

It was also decided that a meeting of the board of directors be held on Wednesday, July 19th, at the association offices, when detailed reports will be made by the executive committee.

There has been a steady moderate growth in the association membership. In May, 91 new members and in June, 116 were added to the rolls.

Clean, sweet milk goes with utensils kept in the sun out of dust and dirt.

### Some Price Comparisons

The comparison of prices paid producers in the Philadelphia territory with those paid in other primary milk markets is frequently a matter of discussion.

At a meeting of the directors of the National Milk Producers Federation, some interesting data in this connection was recently developed.

It was stated that one manufacturing plant paid producers \$1.50 per hundred at a plant in Michigan, \$2.12 per hundred at a New York plant and \$1.00 per hundred at a Maryland plant—all these being based on 3 per cent. butterfat. The higher prices being paid in organized and the lower prices in unorganized territory.

The continued and increased use of milk as one of the principle articles of human food must necessarily be dependent on the quality of the product. Milk has been subject to probably more and a greater complexity of sanitary regulations by the boards of health of the various large and small cities and towns, and in many cases even entire townships.

Milk can no longer be offered for sale, just because it is milk, the product of a dairy cow—but it must be clean and safe for human consumption.

More and more insistent has come the demand from the consuming public—that its milk supply be safe-guarded—not only must it be clean but it must also be free from pathological germs.

Milk is most excellent growth medium, no matter where the contamination arises, for germs of certain diseases which can be destroyed by pasteurization, therefore many cities, towns and communities insist on their milk supply being pasteurized.

Very little effort is necessary in the general production of milk, to make good clean milk.

We grade our wheat and other grains. Mixed with chaff, dirt, weevil and broken grains, wheat grades low. There is no satisfactory market for potatoes as they come from the field—they must be culled and graded, and the same condition in the dairy industry, the careful preparation and grading of milk is becoming more necessary if satisfied customers and a profitable market in the dairy industry is to be assured the producer.

There is little left to be said in the reproduction—it tells the story. If the various precautionary steps shown in the reproduction are observed satisfied customers and better market conditions will be attained.

But bear in mind—"A chain is no stronger than its weakest link." The failure therefore to observe the conditions noted in each and every link in the chain, breaks down the efficiency of the whole chain, as one is absolutely dependent on the other to insure a clean, wholesome product and thereby result in satisfied customers and consequent increase in consumption and a better market on the whole.

### PENNSYLVANIA HAS A NEW CHAMPION JERSEY COW

Sally Kelly 4th 402105, a Jersey, owned by Pennsylvania Training School, Morganza, has completed a Register of Merit record which makes her the new senior three-year-old champion of Pennsylvania. Her record exceeds the former high record by 16.41 pounds butterfat.

She was on test 365 days, in which time she produced 10,561 pounds milk, 596.82 pounds butterfat. During five of the months she was on test she appeared in the fifty pound list.

Any dairy calf that's a year old has cost its owner at least \$50. Some folks have scrubs for their money; others raise pure breeds and have something worth keeping.

Folks used to think that most any milk would do for the cheese factory. Now it's known that good quality cheese is only made from milk that is clean, of good flavor and sweet.

### "A CHAIN IS NO STRONGER THAN ITS WEAKEST LINK"

The reproduction on page one has been designed by the Inter-State Milk Producers Association in collaboration with Mr. C. L. Coher, in charge of the "Clean Milk Work" of the Philadelphia Inter-State Dairy Council with a view of bringing clearly and concisely to the members of the organization the principal factors necessary for every dairy farmer in the production of milk for human consumption.

Efforts to get hearings before the Inter-State Commerce Commission are under way. The dairy farmer is being heard from, but such matters move slowly. Nevertheless we are going to keep everlastingly at it and we are not going to be satisfied in what appears to be a discrimination against this important branch of agriculture.

July, 1922

MILK PRODUCERS REVIEW

July, 1922

### LATEST MARKET PRICES

#### SELLING PLAN

Basic Quantity for July Increases Ten Per Cent.

The Philadelphia Selling Plan for 1922 became effective with January. The basic quantity is represented by the average shipment of milk during October, November and December, 1921, while the basic price to be paid in June a surplus price based on one cent per pound, per quart, will be paid. For surplus milk in excess of the basic quantity up to the amount equal to the basic amount, which is represented by surplus price Class I. For surplus milk in excess of the amount of the Class I quantity a price based on 92 score solid packed creamy butterfat, without the 10 per cent. premium and known as surplus Class II, will be paid. In July an increase of ten per cent. over the established amount is paid for as basic milk.

#### JUNE BASIC PRICES

##### F. O. B. PHILADELPHIA Grade B Market Milk

From these prices one cent per 46 quarts or one cent per 100 pounds to be deducted by the buyer, which amount, together with one cent per quart, will be paid to the treasurer of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign, advertising the food and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Basic Price per Quart

Per cent. per 100 lbs. per quart

Test 3. \$2.47 5.35

3.1 2.51 5.41

3.2 2.55 5.45

3.3 2.59 5.49

3.4 2.63 5.53

3.5 2.67 5.58

3.6 2.71 5.62

3.7 2.75 5.65

3.8 2.79 5.68

3.9 2.83 5.71

4. \$2.87 6.25

4.1 2.91 6.29

4.2 2.95 6.33

4.3 2.98 6.36

4.4 3.03 6.41

4.5 3.07 6.45

4.6 3.11 6.49

4.7 3.15 6.53

4.8 3.19 6.56

4.9 3.23 6.59

5. 3.27 7.15

When the milk is not tested the price f. o. b. Philadelphia is 64 cents per quart

Freight and Receiving Station Charges  
Deducted

Miles Freight on 46 qt. can

1 to 10 incl. .265 .265

11 to 20 " .28 .28

21 to 30 " .30 .30

31 to 40 " .31 .31

## The C-B-W Calendar

Equipment to handle milk



from cow to consumer

### PREVENT SOUR MILK!

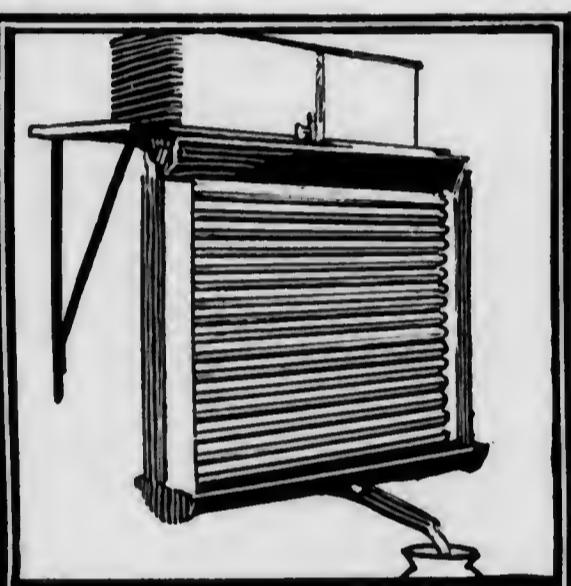


Of course, we have several other coolers to furnish you, at a range of prices from \$8.00 to \$200.00. Consult our Dairy Farm Supply Catalog.

#### Wash all Cans, Cooler, Etc.

What is the use of chilling the milk to check bacteria growth, if you place it in cans that harbor enough of them to increase into millions, the minute they obtain food? Careful washing of all utensils is imperative, if you wish to prevent sour milk.

We have a wash tank you will find very convenient, made of



galvanized iron, and in several sizes.

And we have the largest stock of brushes and brooms to be found east of Chicago. A brush made just for coolers is sold by the hundreds at this time of the year. Consult our Dairy Farm Catalog.

#### Wyandotte Helps Scrub

Washing milky surfaces may be made ten times easier, by the addition of a little Wyandotte in the water. Your cooler and your cans, bottles, vats, etc. should all be scrubbed with Wyandotte. This is the same cleanser that city milk plants use to wash their bottles and cans with.

You may buy as little as 5 lbs. or as much as a barrel. Consult our Dairy Farm Catalog for prices.

For a final precaution and check against tainted off-flavored and spoiled milk, use B-K! This is a disinfectant which is odorless and tasteless, non-poisonous. A gallon makes about 8 barrels of solution.

#### B-K Sterilizes all Utensils

Use it to rinse cans, utensils and cooler. Use it in your milking machines and on the cow's udder. Keep your barns fresh and clean by spraying with it regularly.

There are dozens of uses for B-K. Send for folders. Order a gallon. See our Dairy Farm Catalog.

NEXT TO STANLEY THEATRE

Cherry-Bassett-Winner Company  
1918 Market Street Philadelphia

New Price List for our Dairy Farm Catalog just issued. Send for it—the catalog too, if you haven't a copy

#### FURTHER HEARING

##### ON VOIGT BILL

The fight to have the Voigt Bill (H. R. 8086) the so-called Filled Milk Bill pass the United States Senate—the next step towards it becoming a national law is under way.

After its passage by the House of Representatives, by a vote of 250 to 40 it was passed to the Senate and referred to the Committee on Agriculture. Senator Norris, chairman of the committee appointed a sub committee composed of Senators McKinley, Ladd and Kendrick to conduct hearings on the bill.

The first hearing was held on Friday, June 30th, when the side favorable to the passage of the bill presented its evidence and argument in part.

Those who addressed the committee made the most elaborate array of witness in favor of the passage of the so-called "filled milk" bill, that has appeared before any legislative committee.

The hearing for the proponents was conducted by Charles W. Holman, executive secretary, National Milk Producers Federation and those who appeared for the bill included Senator William Calder, Representative Edward Voigt, Miss Laura A. Cauble, Dairymen's League Co-operative Association, Inc.; Mrs. John Marshall Gallagher, Mrs. Elizabeth Smith Edwards, New York Federation of Women's Clubs; Dr. E. V. McCollum, Johns Hopkins University; Dr. J. Claxton Gittings, Graduate School of Medicine, University of Pennsylvania; Dr. Charles L. Sommers, Professor of Pediatrics, University of Maryland; Mrs. Costigan, League of Women Voters; E. R. Quackenbush, secretary Pittsburgh Dairy Council; John Troubridge, National Farmers Union; E. F. McCready, Legislative Committee American Federation of Labor; R. W. Balderston and August A. Miller, Inter-State Milk Producers Association.

Letters and telegrams favoring the passage of the bill were read from by Dr. Royal S. Copeland, Director of Health, New York City; Dr. Furbush, Director of Health, Philadelphia. The National Dairy Council and others were also represented.

The fraudulent sale of filled or "oiled" milk was shown by a large number of photographs, surveys and advertisements illustrating how filled milk was sold and advertised as milk by the larger proportion of dealers offering it for sale.

A further hearing on the bill has been set for Friday, July 7th, when further evidence will be offered by the proponents and the opponents of the bill heard.

PROPOSED CHICAGO MILK POOL

The Chicago Milk Producers are planning a new pooling arrangement for their milk.

The plan was developed by a committee of nine of the Milk Producers Co-operative Marketing Company and includes a number of new features in pooling methods.

Four different money pools are to be created. First receipts from fluid milk sales; second, sales to condensaries; third, cheese factory sales, and fourth, butter factory sales. The average price received by the lowest pool will be used as the basis for all payments to the dairymen. Each pool will receive a different price. Basic prices being made in each different class. The variation in prices between the different pools is pro-rated among the members according to their classification, etc.

On the surface the plan appears complicated but lack of space prevents us from going into detail in this issue.

## The Great Chester Co. Fair

August 29, 30, 31  
September 1  
1922

West Chester, Penna.

New Rules  
Revised Listing  
of  
Live Stock

FOUR BIG DAYS  
Full of Educational  
Features,  
Recreation and  
Amusement

Send for Premium  
List  
Norris G. Temple  
Secretary

Box 25,  
West Chester, Pa.

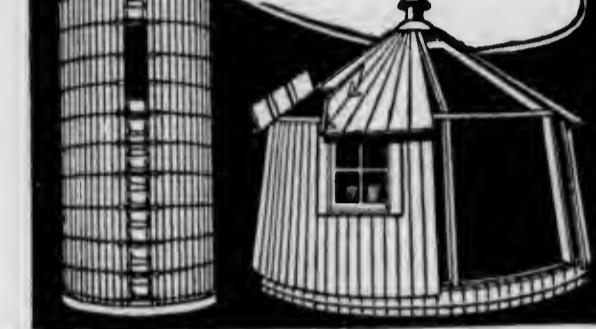
## GLOBE SILOS

### Have a FULL Silo

Silos with ordinary roofs can only be filled with blower cutters within three or four feet of the top. When the silage settles there is a loss of five or six feet of Silo capacity. Globe Silos with their extension roofs assure a full Silo. The nearly straight sides of the roof permit a full Silo, level at the top, after the silage has settled. Globe keep silage in the top to bottom. Prices of Globe Silos back to 1917 levels.

Write today for catalog describing other exclusive features. Get your silo erected early.

GLOBE SILO COMPANY  
1-11 Willow St., Sidney, N.Y.



### Reading Bone Fertilizer

Quality Service Satisfaction  
Feeding the World: The American farmer's job is to get the best out of the land should not be too difficult to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trademark means quality)

Ask your dealer for  
Reading Bone Fertilizer.  
Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.



AYRSHIRE BREEDERS  
ASSOCIATION ANNUAL  
MEETING AND SALE

The forty-seventh annual meeting of the Ayrshire Breeders Association was held at Devon, Pa., June 14th, followed by the National Ayrshire Consignment sale on June 15th.

Paul O. Reyman, president, and four vice-presidents, Adam Seitz, Wisconsin; H. M. Kimball, N. H.; H. J. Chisholm, N. Y., and Percyval Roberts, Jr., Narberth, Pa., were re-elected. W. B. Probasco, New Jersey; T. G. Ashton, Pennsylvania, and Col. Robert L. Montgomery, Pennsylvania, were among the new directors elected.

On the day following the meeting, a consignment sale of 42 head of Ayrshire cattle was held. These comprised the pick of a number of herds, all Federal Accredited. The selection of the animals was made by John Cochrane, of Barclay Farms, and Dr. E. C. Deubler, of Ardrosson Farm.

No high prices were reached, yet the sale was as successful as any yet held, the forty-two head averaging \$510 with a top of \$150, four values above \$100 and only three animals going for less than \$300.

#### TESTING ASSOCIATIONS INCREASE MILK PRODUCTION

The average cow in Pennsylvania cow testing associations produced 1000 pounds more milk and 24.6 pounds more butterfat during the past year than the average association cow of ten years ago. A recent report compiled by the Dairy Husbandry Extension Department at the Pennsylvania State College shows the average yearly production in 1910-1911 to be 5724 pounds of milk and 234.5 pounds of butterfat while the average for this year is 6724 pounds of milk and 259.1 pounds of butterfat.

This increase speaks well for the work that is being accomplished through cow testing associations. If equally good results are made in the next decade, Pennsylvania will bid fair to take the lead in milk and butterfat production. Denmark, the pioneer in cow testing association work, doubled the average milk production of her cows in 23 years. It was done through the records kept on each cow by associations, combined with the formation of bull associations and careful selection of pure bred cattle. Records kept by members serve as a sure guide of what each cow is doing, thereby enabling the owner to judge whether or not she is worth retaining. In Pennsylvania the attention of dairymen is being directed more and more on these essentials to dairy success.

## INTEREST RATE REDUCED ON NEW FEDERAL FARM LOANS

THE rate of interest on farm loans is 5 1/2%. This is a reduction from 6%. Funds are available for first mortgage loans on farms in Maryland, Virginia, North Carolina, South Carolina, Georgia, and the District of Columbia, and in the states of New Jersey, New York, Connecticut, Rhode Island, Massachusetts, New Hampshire, Vermont, and Maine. Maryland and Delaware, operated by owners who are engaged in farming and whose major income is from that business. The loans are made for purchasing farmland, erection, repair and improvement of farm buildings, purchase of live stock and implements of husbandry, and for the payment of farm debts.

Inquire of the Secretary-Treasurer of the National Farm Loan Association in your County or of the County Agricultural Agent or write to

THE FEDERAL LAND BANK of BALTIMORE, MD.

**NICE** TRADE MARK U.S.A.  
THE NAME TO GO BY—WHEN YOU GO TO BUY PAINTS AND VARNISHES  
Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

LET US DESIGN YOUR STATIONERY  
HORACE F. TEMPLE PRINTER  
BELLPHONE NO. 1 WEST CHESTER, PA.

THE DAIRY LABORATORIES  
5 North 20th Street, Philadelphia, Pa.  
Consulting and Analytical Chemists  
Complete Chemical and Bacteriological Analysis of Milk, Dairy Products, Foods and Waters

FLY SPRAY TO KEEP FLIES OFF DAIRY CATTLE  
Chlorine Solution to Sterilize Milk Utensils  
Dr. Lee H. P. Maynard, Milk Expert  
Dr. H. S. Johnson, Bacteriologist  
Branches at Washington, D.C. Pittsburgh, Pa. Baltimore, Md. St. Louis, Mo.

NEW YORK STABLE MANURE  
Carefully Selected for Mushroom Growing  
Brooklyn Stable Manure Co.  
264 W. 34th STREET  
NEW YORK CITY

FOR SALE  
REGISTERED HOLSTEIN BULL CALVES  
From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as Heifers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days

I. V. OTTO BOILING SPRINGS FARM CARLISLE, PA., R.R.

E. NEWLIN BROWN  
Live Stock Auctioneer  
WYCOMBE, BUCKS CO., PA.  
Sales Anywhere —Anytime

To obtain better results use a  
THATCHER (batch) FEED MIXING MACHINE  
Thoroughly mixes Molasses, Semi-Solid Butter Milk, Concentrates, or Roughage.

THATCHER MANUFACTURING CO.  
1202 Harrison Bldg. M. & P. R. R. & E. King St.  
PHILA. PA. YORK, PA.

HOLSTEIN FRIESIAN CATTLE  
Young Stock of either Sex  
Always for Sale

Herd Under Federal Inspection  
Free from Disease

William S. Ker, Carlisle, Pa., 9R.

4 months to 2 years old Accredited herd  
S. P. WOODMAN, RUSHLAND, PA.

PHILADELPHIA (Wood Stave) SILOS  
CENTURY (Cement Stave) SILOS  
OPENING ROOFS (Full silo without refilling)  
Cutters Feed Trucks  
E. F. Schlichter Co.  
10 S. 18th St., Phila.

FOR SALE  
REGISTERED GUERNSEY BULLS  
With A. R. Dams  
PRICES \$40 to \$150

4 months to 2 years old Accredited herd  
S. P. WOODMAN, RUSHLAND, PA.

Healthy, Pure-Bred  
Foundation Stock

# CHESTER COUNTY

"THE COUNTY THAT COUNTS"

## Guernseys

### Maple Shade Farms

#### 60 Registered Guernseys

The cows that give the high priced milk

Federal Accredited Herd No. 8430

#### HERD SIRES

#### Laverna's Ultra May King 24660 A. R.

Gerar Pearl's Royal 58411  
His six full sisters have eight A. R. records averaging 14371.4 lbs. milk 704.96 lbs. butter fat but two of which were made as aged cows.

#### M. T. PHILLIPS Pomeroy, Pa.

## Guernseys

### May-Rose Breeding HERD SIRES

#### LANGWATER HERO No. 39634

Son of Langwater Heroine, A. R. record, 16221.1 lbs. milk, 805.64 lbs. fat in Class D.

#### LANGWATER ROYAL 25th, No. 63968

Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your Milk.

#### M. M. Hollingsworth & Son Landenberg, Pa.

#### ACCREDITED HERD



### Crystal Farm Herd

Made the largest yearly average in the West Chester Cow Testing Association

#### WINTERTHUR JOHANNA PRILLY SEGIS 206498

#### 7 A. R. O. DAUGHTERS

AN OUTSTANDING SIRE whose six nearest dams have records that average 4.5 per cent fat

It Pays to Breed to Him  
FOR SALE  
A PAIR OF CLOSE SPRINGERS  
for \$350.00

#### Charles J. Garrett West Chester, Pa.

Accredited Herd No. 20784

## Holsteins

### Towns End Farms

Home of the Long Distance Bull

#### King Pietertje Ormsby Piebe 17th No. 294184

His Four Nearest Dams Average:

Butter—1 yr.—1123 lbs.  
Milk—1 yr.—24185 lbs.

Bull Calves for Sale at Farmers' Prices

Also a few Heifers and A. R. O. Cows bred to K. P. O. P. 17th

Approved Cows Taken for Service

#### E. P. ALLINSON WEST CHESTER, PA.

#### ACCREDITED HERD

Healthy, Pure-Bred  
Foundation Stock

## Jerseys

### Financial Sensation

153793

## Ayrshires

### Westtown School Farm

#### WESTTOWN, PA.

The Best Bred Bull in the World

Our herd is headed by two splendid young bulls.

#### PENSHURST SANDY

Prize winner at National Dairy Show 1921. A son of Netheron Statesman Imported and grandson of The Champion of Scotland Brae Rising Sun.

#### BARON'S ITHAN OF WESTTOWN

Son of Baron's Best of Bargenoch Imported, one of the ten highest producing bulls of the breed.

#### FOR SALE

Grandsons of Baron's Best of Bargenoch Imported from high producing officially tested cows.

#### Federal Tuberculin Tested

## Ayrshires

### BULLS

#### A Few Choice Heifers

from

#### A. R. O. Cows

sired by

#### Financial Satin Noble

\$100 and Up

#### 80 to Pick From

#### HIGHLAND FARMS

#### West Chester, Pa.

#### ACCREDITED HERD

# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME III

WEST CHESTER, PA., AND PHILADELPHIA, PA., AUGUST, 1922

NUMBER 4

## JULY SURPLUS ALL CLASS I

### MILK MARKET NORMAL

The Philadelphia Selling Plan as agreed upon last year provided that in addition to the increase in the established basic quantity in the months of July, August and September, when the natural shrinkage in production came on, also provided that during the same months there be only one class of surplus milk.

Under the circumstances 110 per cent of the established basic quantity was

ures are adopted a decrease in the natural yield results.

Taken on the whole, both supply and demand during July may be said to be close to the normal. Vacation season sets in to a greater extent during August and will no doubt have some effect on consumption, and retail sales will probably decline. The ice cream demand has measured in fairly good volume during the present season.

Platform conditions at the various

Wisconsin as "milk," "milk compound" or "compound of milk" and has been sold by a number of retailers in Wisconsin as milk and evaporated milk.

This (Hebe) and other compounds are shipped out of the state and advertised and sold by dealers in other states as substitutes for milk. Labels on the cans of some of these compounds suggest that this product is practically equivalent to or better than genuine evaporated milk.

The decision of the Supreme Court,

## SUPREME COURT UPHOLDS WISCONSIN FILLED MILK LAW

Dairy Husbandry Graduating Class of 1922, Pennsylvania State College. (See page 3)

to be paid for at the basic price in July and August and 115 per cent. in September. There have been no violent fluctuations in price due to the fact that there has, on the average, been a fairly even supply.

All the surplus milk, that is milk in excess of the named percentage of basic milk as stated above, is to be paid for on the basis of 92 score solid packed creamery butter, New York City, plus a quart, dependent upon supply and demand.

The established basic price of Grade B market milk has been maintained at 64 cents a quart or \$2.87 per hundred pounds, delivered on Philadelphia platforms, for four per cent. butterfat milk.

The price at country receiving stations, in the fifty mile zone, for the same grade of milk remained at \$2.29 per hundred.

The peak of the milk production for the year has been passed and we are now in the period of naturally decreasing yield. Ordinarily pastures have begun to decline and some supplementary feeding is necessary if the production is to be sustained.

The price paid for surplus milk in July showed a slight advance over that of June. Based on an average price of 36.7 cents for 92 score butter, New York City, the price for 4 per cent. milk de-

livered down constitutes a great victory for the dairy forces and must be a serious blow to the manufacturers of oiled milk compounds.

The Supreme Court based the right of Wisconsin to outlaw Hebe and other milk compounds on the police power of the state and declared the law valid for three reasons:

1. Because the law is intended for the prevention of fraud and deception.

2. Because it protects public health and welfare.

3. Because it promotes the general prosperity by preserving a great industry of the state.

Justice Charles H. Crownhart, who wrote the Wisconsin Supreme Court decision, pointed out that thirty-three states had adopted standards for condensed and evaporated milk; that five other states had prescribed standards for condensed or evaporated milk and that New Jersey, New York and Wisconsin had prohibited filled milk absolutely. (Continued on page 6)

(Continued on page 7)

large receiving points have been close to normal for the season. There have been no violent fluctuations in price due to the fact that there has, on the average, been a fairly even supply.

Price fluctuations for excess milk on the platforms have been small and the market has ranged between 5 and 6 cents a quart, dependent upon supply and demand.

This arrangement means that with no change in the basic price for milk, producers will receive a greater return from their milk sales than has been the case during previous months of the year.

The peak of the milk production for the year has been passed and we are now in the period of naturally decreasing yield.

Ordinarily pastures have begun to decline and some supplementary feeding is necessary if the production is to be sustained.

The price paid for surplus milk in July showed a slight advance over that of June. Based on an average price of 36.7 cents for 92 score butter, New York City, the price for 4 per cent. milk de-

livered down constitutes a great victory for the dairy forces and must be a serious blow to the manufacturers of oiled milk compounds.

It has been decided that this much advertised compound (Hebe) which is similar in taste, odor, appearance, consistency and manner of packing to evaporated milk, has been manufactured and sold to its subsidiary, The Hebe Co. for five years. It has been advertised by certain dealers in the newspapers of

### CONSPIRACY CHARGE IN VOIGT BILL HEARING IS EXPLODED

In the hearing on the Voigt Bill before the Senate sub committee on Agriculture early in August, one of the legal representatives of the opponents of the bill charged and stated that they would prove that the supporters of the bill had entered into a conspiracy to put the Filled Milk manufacturers out of business. That the conspirators would have to answer for this action to the Federal Trade Commission. It was also inferred by another attorney for the opponents that the Supreme Court of Wisconsin in handing down its decision in the case of the Wisconsin Filled Milk Law indulged in class legislation and propaganda in upholding that law.

After three days of testimony nothing leading toward any evidence in support of their contention had been presented.

On the fourth day of the hearing John D. Miller, Esq., representing the National Milk Producers Federation, in addressing the committee, demanded that the opponents of the bill prove or withdraw their accusation. He also predicted that the charge would never be taken to the Federal Trade Commission, as it could not be substantiated.

The charge was not proven—no evidence was presented to substantiate the charge except to introduce a photostatic copy of a letter addressed by Walter Engels, attorney for the Borden Condensed Milk Co. in December, 1920, to R. W. Balderston, secretary of the Inter-State Dairy Council, referring to a proposed draft of a bill being considered at that time for introduction at Harrisburg.

What a conspiracy! To consult an attorney in preparing a draft of a law!

No other evidence was presented. No direct charge supported by testimony was proven. A "tempest in a tea pot" developed by the opponents of the measure in order to direct attention away from the real issue—the fraudulent sale of a product that bids fair to prove a menace to the health of the nation and to cripple the future of the dairy industry.

Verily the effect of the smoke screen was to strengthen the position of the dairy interests which are supporting the bill.

The introduction of such an argument would seem to indicate that the filled milk manufacturers realize the weakness of their position and are grasping at straws.

The sub committee of the Committee on Agriculture of the United States Senate consists of Senators McKinley (chairman), Lauder and Kendrick. The hearings which were held June 30, July 7, August 1 to 5 inclusive, have all been occasions of supreme importance to the dairy industry. Never before in all the history of such legislation has the mass of convincing testimony been introduced to show (1) the menace of filled milk to public health, (2) the fraud upon the consumers being perpetrated by those engaged in the traffic, and (3) the danger to the great dairy industry of the insidious substitution of vegetable oil for butterfat in the manufacture of evaporated milk, even if labelled a "compound."

Probably the argument for the Voigt Bill, most convincing to legislators is that of its great importance to the future in the dairy industry. They will all want to know how the dairy farmers in their states feel about this, and there is no better way to inform themselves than to receive letters from their constituents. Then, too, the Senate calendar is very full, so that only the most urgent measures will receive consideration. The bill is now on the last lap of its journey through the Congress. It was splendidly supported in the House. It should receive equally as flattering a vote in the Senate. But it will come up for consideration only when the senators are convinced of its urgency to our dairy.

The senators were evidently much im-

pressed by the consistent and broad scientific background of the doctor's statements. Among the most striking examples were these: (1) That butterfat digests more quickly and readily than any vegetable or other animal fats, (2) That rats fed on Hebe developed eye-disease and died while those fed similarly on evaporated milk grew satisfactorily, (3) That the average American diet already contained too small a proportion of milk, so that we should use more milk rather than to introduce a substitute or imitation product of less value, though in itself not possibly poisonous or harmful, and (4) That the "oiled" milk compounds readily and often sold for and used in place of the genuine milk product, lack the essential Vitamin A, that is contained in evaporated milk so that their manufacture and sale should be prohibited. We hope to quote from his testimony in a later issue, but we fear our readers can hardly appreciate the dramatic tenseness of the moment when in the presence of that august committee, Dr. McCollum overcame the carefully prepared offensive of the coconut oil forces and with answer after answer vindicated the "old bossy cow."

Dr. J. C. Gittings of the University of Pennsylvania Graduate School of Medicine and Dr. Sommers, Professor of Pediatrics of the University of Maryland, specialists in children's diseases, both corroborated Dr. McCollum from their experience.

Perhaps the next most important line of testimony introduced was that of fraudulent advertising and sales practice on the part of manufacturers and dealers in various brands of "oiled" milk compounds.

Surveys of the prevalence of fraudulent sales made by Mr. A. A. Miller and others for the Inter-State Milk Producers Association were most complete, covering two states, ranging over a period of 18 months. Others similarly testifying were Miss Laura A. Cauble, of the Dairymen's League, and Mr. E. R. Quackenbush, of the Pittsburgh District Dairy Council, (formerly field man with the I. M. P. A.), Mr. R. W. Balderston told the committee of the fraudulent advertising methods of stores and manufacturers, dwelling on the attempt of one company to sell filled milk for child-feeding abroad and of another to introduce a compound as milk at a Philadelphia Food Show, of finding a compound used in place of milk at a restaurant at the Wilmington State Fair and of finding vegetable oil in so-called ice cream in New Jersey. A representative of the American Federation of Labor spoke for the bill as well as the Washington representatives of all the great national farm organizations. Mrs. Costigan, of the National League of Women Voters told of that organization being in favor of the prohibition of the traffic.

Plans have been concluded whereby the Supply-Wells-Jones Co., Philadelphia, will establish receiving stations at the above named points and pay the association price basis for the milk received. These plants are expected to be ready to handle milk by October first.

The Chambersburg plant will have a capacity of 200 to 300 cans or 20,000 to 30,000 pounds of milk per day and in addition to cooling apparatus will also be equipped with condensing apparatus to take care of surplus milk. The Waynesboro plant which will be a cooling station and will have a capacity of 200 cans or 20,000 pounds of milk a day.

Sites have been taken at both places and work on the new stations is under way.

H. D. Allebach, President of the Inter-State Milk Producers Association, spent several days in the above territory recently making arrangements for the milk supply for the new stations and the required amount of milk for the operation of the plants has been guaranteed by the producers.

Manufacturers who have been receiving their milk supplies in the territory named and who have consistently paid prices below the Association basis have been advancing prices by leaps and bounds in an effort to hold their supply since it has become known that a fluid milk market has been arranged for by the Inter-State Milk Producers Association. It is fully believed that the producers appreciate the new market for

(Continued on page 6)

### INTER-STATE ASS'N NOTES

Some very active organization work has been done in Franklin county, Pa. In this territory two new receiving stations, one at Chambersburg and the other at Waynesboro are to be built and equipped by the Supply, Wells, Jones Company, of Philadelphia, and are expected to be ready to take in milk by October first.

Milk will be bought on the association price basis.

A number of organization meetings have been held in the territory and a large number of new members have been added to the association membership.

The demand for check testing has been larger than usual during the past few months and Mr. Twining and Mr. Gottshall, official testers of the Inter-State Milk Producers Association have been actively engaged in this work.

Occasional word comes from our former president, F. P. Willits, from different points on the Pacific coast. At the time Mr. Willits is visiting Alaska.

The association has placed 228 new members on the rolls during the past month. If every member saw to it that his neighbor was a member of the association that number would have been increased ten fold. There is strength in numbers. Get busy.

### NEW RECEIVING STATIONS IN FRANKLIN COUNTY

For some months past the Inter-State Milk Producers Association has been actively engaged in clarifying a complex situation which has confronted milk producers in the Chambersburg, Waynesboro districts in Franklin county, for a number of years.

Farmers in these districts have not had what is termed a fluid milk market and have been forced to take exceedingly low prices for their milk. In many cases dairy herds have declined fully fifty per cent.

Plans have been concluded whereby the Supply-Wells-Jones Co., Philadelphia, will establish receiving stations at the above named points and pay the association price basis for the milk received. These plants are expected to be ready to handle milk by October first.

The Chambersburg plant will have a capacity of 200 to 300 cans or 20,000 to 30,000 pounds of milk per day and in addition to cooling apparatus will also be equipped with condensing apparatus to take care of surplus milk. The Waynesboro plant which will be a cooling station and will have a capacity of 200 cans or 20,000 pounds of milk a day.

Sites have been taken at both places and work on the new stations is under way.

H. D. Allebach, President of the Inter-State Milk Producers Association, spent several days in the above territory recently making arrangements for the milk supply for the new stations and the required amount of milk for the operation of the plants has been guaranteed by the producers.

Manufacturers who have been receiving their milk supplies in the territory named and who have consistently paid prices below the Association basis have been advancing prices by leaps and bounds in an effort to hold their supply since it has become known that a fluid milk market has been arranged for by the Inter-State Milk Producers Association.

It is fully believed that the producers appreciate the new market for

(Continued on page 6)

### DAIRY COUNCIL NOTES

The season of preparation is strongly on. In all departments, new plans and features for next season's educational programs are being mapped out and worked into shape for use next fall. New plays, games, costumes and sketches are in progress of development by the dramatic department. New sets of slides, motion pictures, etc. for city and country use are in preparation. Conditions on the farms from which our milk comes are being studied and the educational work looking toward a better milk supply is being aggressively carried on.

Recently the Clean Milk Department workers, Mr. Colee in charge, Mr. Fretz, Mr. June and Miss Gray spent considerable time in visiting milk stations and dairy farms in New York State, studying the requirements and standards under which farmers produced milk for the New York City market.

The question of temperature at which milk is delivered to the stations is an important one under New York regulations. Grade A milk must not exceed 50 and grade B milk must not be above 60 degrees F. temperature on delivery to the receiving station.

New York dealers wash, sterilize and dry all cans before returning them to the farmer.

Great care is noted in the handling of milk on truck hauls. Cans are covered with ice or wet blankets, frequently both, so that milk reaches the station in good shape.

Some of the nutrition workers are actively engaged in summer camp work, where poor and undernourished children are given the advantage of training and diet, starting them on the road to better health.

Every department of the Inter-State Milk Council is actively engaged and the fall program promises a wider field and a greater scope than ever before.

### INTER-STATE MILK PRODUCERS ASSOCIATION DIRECTORS MEETING

A meeting of the directors of the Inter-State Milk Producers Association was held on Wednesday, July 19th, at the headquarters in Philadelphia.

Following the transaction of routine business, the general milk market situation was reviewed at length. Reports were heard of conditions from every district in the Philadelphia Milk Shed. Future policies and plans for the same were considered at length.

The treasurer's report showed the organization in sound financial condition, and expenditures during the first half of the year were well within the budget.

Directors present included Messrs. Allebach, Shangle, Brinton, Bennet, Copperwhite, James, Pennington, Twining, Book, Waddington, Smith, Ware, Sarig, Donovan, Tussey, Poorbaugh, Lauver, Lehman, Stewart and James F. Warner, representing Mr. A. F. Marvel, secretary Balderston and Mr. Miller, editor of the Review and C. I. Colee, together with Messrs. June, Fretz and Miss Gray, of the clean milk forces of the Philadelphia Inter-State Dairy Council.

A good job for the boys is keeping the fences, gates and sheds in shape. A few old boards, some nails and a hammer make a lot of difference in the hands of the wideawake boy.

### DRINK MILK EVERYBODY

(Continued on page 6)

August, 1922

MILK PRODUCERS REVIEW

### SHORT TERM LOANS TO FARMERS

Experts Believe Federal Land Bank System Should Not Be Asked to Lend on Notes

Since its organization in 1917, the Federal Land Bank System has rendered a great service to agriculture. The Federal Land Banks have loaned nearly a half billion dollars to farmers on long-time, easy-payment mortgages at interest rates of 5% and 6%. This has benefited not only the farmers who have received the loans but it has also benefited every farmer who has taken out a mortgage. Interest rates have been steadily and terms improved wherever money is loaned on farm mortgages.

It is now proposed that the Federal Farm Loan Act be so revised as to provide for the establishment of a department in each Federal Land Bank which would extend loans to farmers on notes for periods from 6 months to 3 years.

Judge Chas. E. Lohdell, Federal Farm Loan Commissioner, says: "Personal credits and farm loans are entirely different propositions. The two classes of credit must be extended on a different basis. A man trained and qualified to handle farm loans may have no capacity whatever for dealing with personal credits. The supply of funds in either instance must come from the investing public, and the type of investor who buys Federal Farm Bonds, based on mortgages, is not likely to be attracted to a debt based on chattel mortgages."

The market for securities would have to be found in different quarters.

Above all, the knowledge that the Federal Land Bank was putting out a debt based on chattel mortgages would have to be found in different quarters. Above all, the knowledge that the Federal Land Bank was putting out a debt based on chattel mortgages would have to be found in different quarters.

It is also significant that everyone of the graduates had secured a good position prior to graduation and that a considerable number of openings could not be filled on account of an insufficient number of men ready to take positions. The photograph shows a splendid group of young men and women who have just completed the course.

It is noteworthy that no less than ten of these men expect to go home or to be associated with their fathers in the dairy manufacturing business. The increasing number of thoroughly trained college men who are returning to the farm is a hopeful indication for the future development of the agricultural industry of the state.

Miss Gray, who is now associated with the Inter-State Dairy Council is shown on the bottom row, while Mr. Fretz, also with the Council is at the left hand end of the top row. Both Miss Gray and Mr. Fretz are connected with the "Clean Milk Department" of the Dairy Council work.

That some provision should be made for loans running from six months to three years is universally admitted by all who have studied the problem. During the past year, this work has been successfully done by the War Finance Corporation, upon an average, more than one million dollars a day for agricultural purposes during the year 1921.

The War Finance Corporation was created to meet an emergency and will automatically be dissolved when its charter expires—within less than one year. A bill is already before Congress which, if passed, would provide for a similar permanent organization. In several states, notably in New York and Wisconsin, private enterprise has met the local need. In New York state, the Farmers Fund, Inc., has for a number of years loaned large sums to farmers for periods up to one year. Similar organizations could be established in every important agricultural state.

### DAIRY COURSE POPULAR AT PENN STATE

Pennsylvania is a great dairy state. Dairy cows are kept by 83.9 per cent. of the farmers. The amount of milk produced in the state during 1919 was 421,631,355 gallons. This amount of milk if put on a freight train at the rate of twenty tons to a carload would make a single freight train reaching from Harrisburg to Chicago. Pennsylvania is the seventh state in the Union for number of cows, the fourth for amount of milk produced, third for market milk, third for the value of its dairy products, second for condensed and evaporated milk, second for farm butter and first state in the Union for the production of ice cream. The value of the milk, cream and butterfat sold from Pennsylvania dairy farms excluding milk and cream consumed on farms during 1919 amounted to \$99,617,373. This is more than double the value of dairy products sold from Pennsylvania farms in 1909.

The tremendous increase in the amount and value of dairy products in Pennsylvania during the last ten years has had a marked influence on the number of students electing the dairy course at the Pennsylvania State College. Under the leadership of Professor A. R. Bolland the dairy course has become one of the most popular courses in the institution. In 1919 only 8 students graduated in the dairy course. In 1920 the number increased to 17; in 1921 to 24, and during 1922, 34 men have graduated in dairy, there being a larger number of Dairy Husbandry graduates during the last year than in any course in the School of Agriculture. It is also significant that everyone of the graduates had secured a good position prior to graduation and that a considerable number of openings could not be filled on account of an insufficient number of men ready to take positions.

The photograph shows a splendid group of young men and women who have just completed the course. It is noteworthy that no less than ten of these men expect to go home or to be associated with their fathers in the dairy manufacturing business. The increasing number of thoroughly trained college men who are returning to the farm is a hopeful indication for the future development of the agricultural industry of the state.

Miss Gray, who is now associated with the Inter-State Dairy Council is shown on the bottom row, while Mr. Fretz, also with the Council is at the left hand end of the top row. Both Miss Gray and Mr. Fretz are connected with the "Clean Milk Department" of the Dairy Council work.

That some provision should be made for loans running from six months to three years is universally admitted by all who have studied the problem. During the past year, this work has been successfully done by the War Finance Corporation, upon an average, more than one million dollars a day for agricultural purposes during the year 1921.

The War Finance Corporation was created to meet an emergency and will automatically be dissolved when its charter expires—within less than one year. A bill is already before Congress which, if passed, would provide for a similar permanent organization. In several states, notably in New York and Wisconsin, private enterprise has met the local need. In New York state, the Farmers Fund, Inc., has for a number of years loaned large sums to farmers for periods up to one year. Similar organizations could be established in every important agricultural state.

MILK PRODUCERS REVIEW

## The C-B-W Calendar

Equipment to handle milk from cow to consumer

Save and Insure Cream and Quality

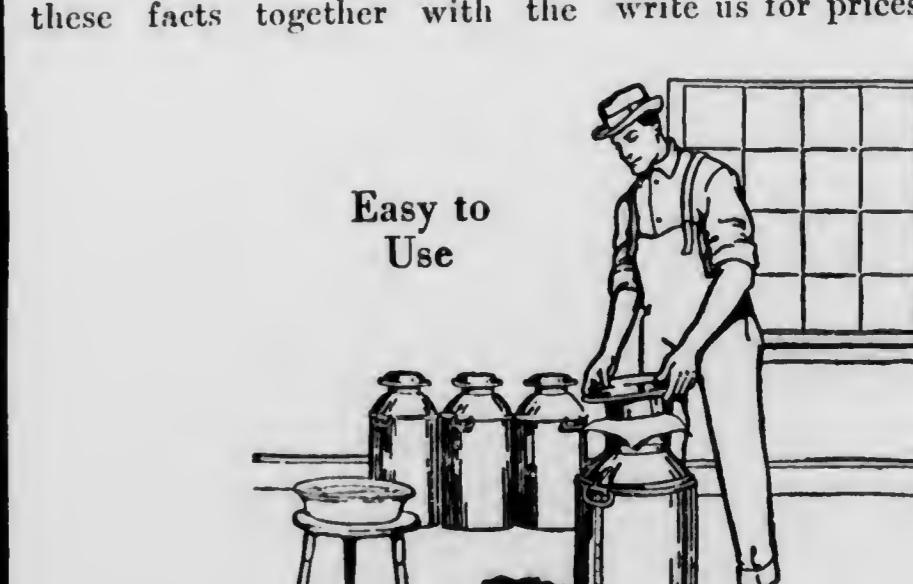


Parchment Covers Stop These Losses

Parchment covers act as a seal for milk cans, preventing the loss of cream through leakage or spillage. As a rule can covers fit loosely or unevenly. Frequently a cover pulls out when the can is being rolled. That may mean a loss of 40 quarts from just one can.

Parchment Covers are sold by the thousand sheets.

Suggest Parchment Covers to your receiving station. Frequently they supply them to their producers at a saving, possible by purchasing in large quantities. Consult our latest price sheet or write us for prices.



Dampen with Water and Jam on with the Can Cover

Cherry-Bassett-Winner Company

Succeeding Phila. Farmers and Dairymen's Supply Co.

1918 Market St.

PHILADELPHIA

Next to Stanley Theatre

## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.

F. P. Willits, Managing Editor  
A. A. Miller, Editor and Advertising Mgr.  
Published Monthly by the Inter-State Milk  
Producers Association, Inc.

Business Office  
24 E. Market St., West Chester, Pa.  
720-1-2-3 Head Bldg., Philadelphia, Pa.

Editorial Office  
720-722 Head Bldg., Philadelphia, Pa.  
Bell Phones Locust 5391, Locust 5392  
Keystone, Race 6879

Printed by Harman F. Temple  
West Chester, Pa.

Subscription Price  
50 cents a year in advance  
Advertising rates on application

Officers and Directors  
Inter-State Milk Producers Association  
President, H. D. Webster  
Vice President, Frederick Shangle  
Secretary, R. W. Balderson  
Treasurer, Robert F. Brinton

J. H. Bennett F. P. Willits  
Rohr, F. Brinton F. J. Ware  
H. A. Baldwin Albert F. Ware  
W. D. Copperdwarf Frederick Shangle  
E. Nelson James E. H. Donovan  
E. R. Pennington R. I. Tussey  
F. M. Waring H. L. Lawver  
J. J. Breen J. A. Pottersburgh  
A. B. Waddington S. Blaine Lehman  
A. R. Marvel Harry B. Stewart  
J. Brady Smith

Entered as second class matter, June 8,  
1920, at the post office at West Chester,  
Pennsylvania, under the Act of March 3,  
1879.

### Editorial

A notable victory has been won by the dairy interests of the country in the decision recently handed down by the Wisconsin Supreme Court, sustaining the Wisconsin Filled Milk Law, which prohibits the manufacture and sale of skimmed milk and cocoanut oil compounds in that state.

The effect of this decision is far-reaching, as laws of a similar character have been passed this year by the states of New York and New Jersey. A similar bill will be introduced in Pennsylvania as well as other states at the next session of legislature.

By this means the policing power of the states will be brought to bear on the manufacture of these so-called milks and the menace to public health of the nation as well as to the dairy industry removed.

Unless the filled milk interests carry the Wisconsin case to the Supreme Court of the United States, the filled milk traffic in Wisconsin is at an end. In this connection, it may be remembered that the United States Supreme Court has already sustained the Ohio Courts in their refusal to interfere with the prohibitory law in that state.

Keeping everlastingly at it usually produces result. Sometimes you have to keep pounding away for a long time, dependent upon how hard the nut is to crack.

The dairy farmers of the Glen Roy, Chester county, neighborhood recently benefited by the satisfactory termination of one of these long, drawn-out contests.

For more than six months the officers of the Inter-State Milk Producers Association have been quietly plugging along at an effort to get one buyer in that territory to abandon an old so-called "hauling charge" at a receiving station, off the railroad, also to have two buyers in the same district to abandon a so-called "imaginary line" as dividing patrons between several buyers.

Recently both the 10 cent "hauling charge" and the imaginary line were discontinued and producers are now on the same footing.

Organized co-operative effort has again proven its worth, in dollars returned, to milk producers in this territory.

Now and then it becomes apparent that one great evil is required to cure another. Thus, since the farmers have taken furiously to lobbying and established a highly efficient, aggressive and richly endowed organization of wire-pullers in Washington, the people who started the fashion are deeply concerned and are suggesting that the national capital ought to be cleaned up. There may be a clean-up of the Washington lobbies before the country is much older. But it is interesting to observe that the most hardened lobby organizers, who have been at the business for a generation, found nothing to complain about until the agriculturists appeared on the scene.—Philadelphia Ledger.

An interesting feature of the Dairy Council Educational work in connection with the food value and greater consumption of milk in the daily diet, has been brought out recently by the results of the introduction of milk in the industrial field.

The Viscose Company, Marcus Hook, Pa., recently introduced the serving of raw, tuberculin tested milk to be pasteurized.

After two months operation we learn that from 2700 to 3400 half pint bottles of milk are being consumed per day and a large increase is expected as this is now supplied day workers while plans are under way to serve night workers.

A marked improvement in the efficiency of the employees is noted, it is stated, particularly in their late afternoon work.

Here is a field that promises great results.

### BREYER AND SHARPLESS COMBINE

The Breyer-Sharpless Milk Association has been incorporated under the laws of Pennsylvania and capitalized for \$500,000. The association will conduct a fluid milk business in the city of Philadelphia, where it has purchased a lot 160x400 feet with frontage on three streets. It will erect a concrete building with capacity for handling 60,000 quarts of milk daily.

The interests forming the association consist of the Breyer Ice Cream Co. and the P. E. Sharpless Company, both of Philadelphia. The Breyer Ice Cream Company has confined itself up to this time to the ice cream business, having the largest business in that line in Philadelphia, while the P. E. Sharpless Company has for many years been producer of fancy print butter and package cheese, as well as condensed and evaporated milk.

Class 3A, 3B and Class 4 milk prices are based on butter and cheese with certain differentials.

### MILK REGULATIONS

Lower Merion township in Delaware county, Pennsylvania, has recently passed an ordinance pertaining to its milk supply. Similar ordinances are being adopted, it is stated, in Haverford township and Narberth which adjoin Lower Merion.

The new regulations carry all the state regulations and in a number of cases go even farther.

In addition to certified and inspected raw milk, two classes of pasteurized milk are established—one with a minimum of 3.25 and another with a minimum of 4.25 per cent. butterfat.

Barns, buildings, production herds, creamery and milk receiving stations will be inspected and for certified and inspected raw grades the physical and tubercular health of cattle and the health of those handling and coming into contact with the milk will be inspected and observed by veterinarian and medical inspectors.

All milk except certified and inspected raw, tuberculin tested will have to be pasteurized.

### DAIRYMEN'S LEAGUE CO-OPERATIVE ASSN. PRICES FOR JUNE

The Dairymen's League Co-operative Association, Inc., announces the following statement as to pooled prices for June.

Gross pool price.....\$1.40 per cwt.  
Expenses ..... .055 per cwt.  
Certificate of indebtedness .10 per cwt.  
Cash payment ..... \$1.245 per cwt.

These prices are based on 3 per cent. butterfat milk in the 201-210 mile zone.

The basic prices for Class I and Class II milk for August have been announced as \$2.69 for the former and \$2.00 for the latter.

The price for Class I milk in June was \$1.75 per hundred and in July \$2.22 per hundred. The June price for Class II milk was \$1.50 and in July \$2.00 per hundred pounds.

Class 3A, 3B and Class 4 milk prices are based on butter and cheese with certain differentials.

### CLEAN MILK WORK IN DELAWARE

The Inter-State Dairy Council, co-operating with the distributors and producers of milk for the city of Wilmington, Delaware, have begun a campaign for a sufficient supply of safe, wholesome milk for that city, without waiting for the passage of a city ordinance requiring such a program.

The movement is partly connected with the nutrition campaign recently carried out by the Council in Wilmington schools and neighborhood centers. While the nutrition workers taught the public the food value of milk the "Clean Milk Department" is aiming to obtain from the producer a sufficient quantity of safe milk to meet the demand. Through the farmers own organization, The Inter-State Milk Producers Association, he is being educated to practice methods which will insure a safe supply of milk.

District No. 2, Youngstown, Ohio—Average price of milk pooled \$1.80 per hundred pounds 3.5 fat, delivered Youngstown.

District No. 3, Wheeling, W. Va.—Average price of milk pooled \$2.10 per hundred pounds 3.5 fat, delivered Wheeling.

At some of the smaller cities and towns 23 cents delivered was paid. At Astabula, Ohio, the price was 20 cents per gallon, delivered for 3.5 milk and producers were obliged to keep a part of production on the farm.

All above prices subject to 5c butterfat differential.

### WRITE YOUR SENATORS

Write them now, requesting their support of the Voigt Bill H. R. 8086 and urging early action in committee and on the floor of the Senate.

### 4 1/2% Safe Tax Free

FEDERAL FARM LOAN BONDS  
Safe - 4 1/2% Interest - Tax Free  
THE ideal investment for farmers and farmers' widows. Your money will be safe and tax-exempt, with interest payable twice a year. You can invest as little as \$40. Other denominations are: \$100, \$300, \$1,000, \$5,000, and \$10,000.  
Write for circular and current price

FEDERAL LAND BANK  
BALTIMORE MARYLAND



PHILADELPHIA  
(Wood Stove)  
SILOS  
CENTURY  
(Cement Stove)  
SILOS  
OPENING ROOFS  
(Full silo without refling)  
Cutters Feed Trucks  
E. F. Schlichter Co.  
10 S. 18th St., Phila.

### Reading Bone Fertilizer

Quality Service Satisfaction  
Feeding the World: The American farmer should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)

Ask your dealer for Reading Bone Fertilizer. Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.

### PITTSBURGH MILK PRICES FOR JUNE

Under the pooling selling plan in the Pittsburgh, Pa. district the following range of prices paid shippers has been announced for June milk.

District No. 1, Pittsburgh, Pa.—Average price of milk pooled \$1.56 per hundred pounds for 3.5 butterfat, at country plants. The price delivered Pittsburgh was 21 cents a gallon.

District No. 2, Youngstown, Ohio—Average price of milk pooled \$1.80 per hundred pounds 3.5 fat, delivered Youngstown.

District No. 3, Wheeling, W. Va.—Average price of milk pooled \$2.10 per hundred pounds 3.5 fat, delivered Wheeling.

At some of the smaller cities and towns 23 cents delivered was paid. At Astabula, Ohio, the price was 20 cents per gallon, delivered for 3.5 milk and producers were obliged to keep a part of production on the farm.

All above prices subject to 5c butterfat differential.

These prices are based on 120 per cent. of the average monthly or semi-monthly price of solid packed 92 score creamy butter, New York City.

1922

First Half

Class I

Class II

Average

per month

per 100 lbs.

per quart

per 46 qt. can

per 100 lbs.

per 36 qt. milk

per 100 lbs.

per 36 qt. milk</



DEPENDABILITY UNIFORMITY



WHEN the world was very young indeed, some one discovered a way to build a weather-proof, fire-proof, warm-in-winter, cool-in-summer house. He took some fine dust, blown out by a volcano, and mixed it with sand, wetted the mass with water, patted it into square chunks and began to build.

That unknown experimenter was the real discoverer of Concrete, most durable of all building materials; the building material that has been used in every age, in every clime, for 4,000 years.

ATLAS Portland Cement is the pioneer cement manufactured in America. For the last quarter century it has been used in construction of bridges, dams, office buildings, factories, dwelling houses, roads, garages, barns, etc., and it has become known as the "standard by which all other makes are measured."

ATLAS Portland Cement is the kind you should ask for when giving an order to your DEALER.

The Atlas DEALER is prepared to give you not alone a superior cement but superior service as well, for he is backed by the integrity, the responsibility and the technical knowledge of the Atlas Portland Cement Company.

Bear this in mind when you order cement. Atlas Portland Cement means more to you than mere Portland Cement. Atlas quality, Atlas durability and Atlas service are what you buy with Atlas Cement.

Go to the nearest Atlas DEALER and ask him for the book, "Concrete on the Farm," a practical handbook about cement construction. The Atlas DEALER is always ready to help you; or write us for your copy of "Concrete on the Farm."

## THE ATLAS PORTLAND CEMENT COMPANY

New York  
PhiladelphiaChicago  
St. LouisBirmingham  
Des MoinesBoston  
Dayton

Kansas City

Omaha

### Supreme Court Upholds Wisconsin Filled Milk Law

(Continued from page 1)

#### "Exact Imitation"

"These compounds," he said, "are in exact imitation of the genuine evaporated milk. They are produced and sold by the manufacturers cheaper than the genuine. They are susceptible of being sold to the public for the genuine at the same price. They are therefore, capable of being used for fraudulent purposes and to deceive purchasers."

If used as a substitute for milk, the public health may be impaired, not because the compounds are in themselves deleterious, but because they lack in certain food elements essential to a well balanced dietary."

Justice Crownhart maintained that the power of the state could be exercised for the prosperity and for the "preservation of a great industry of the state against injury in markets outside. The principle of allowing these compounds to be manufactured and sold followed to its logical conclusion will lead from "filled milk" to "filled butter," from "filled butter" to "filled cheese" and finally we have the "synthetic cow" taking the place of the domestic animal of the farm. A great industry of a state will decline, a victim of national advertising of cheap and defective substitutes.

The influence of this great decision also has an important bearing on the legislation recently passed in New York and New Jersey. Both these states now have laws prohibiting the manufacture and sale of vegetable oil and skimmed milk compounds.

He has been manufactured at three plants of the Carnation Milk Company in Wisconsin: At Oconomowoc, Jefferson and Chilton. It is also made at three plants in Washington, Mount Vernon, Sedro Woolley and Ferndale.

#### Effect on the Voigt Bill

The Wisconsin decision will, it is believed have a most beneficial effect on the legislation now before National Congress in the Voigt Bill, which provides against the manufacture of these cocoanut oil and skimmed milk compounds in United States, possessions, and their movement in export and interstate traffic.

#### VOIGT BILL CHARGE EXPLODED

(Continued from page 2)

men and its relative importance to the nation.

Letters, resolutions and telegrams to senators from individuals and local organizations should be sent at once to your senators.

#### NEW RECEIVING STATIONS

(Continued from page 2)

their milk through which they are certain to obtain continuously, full association prices and will stand solidly behind their pledges.

Not only do the low price milk buyers hold the farmer to a minimum price basis but they are able, in view of their obtaining and holding a full milk supply for the new stations, there is no doubt but that the dairy industry in Franklin county will soon be built up to a basis which will prove consistently profitable to the farmers.

The full co-operation and loyalty of the Franklin county farmers is necessary, however, to insure success, a condition which will have a most favorable influence in all parts of the territory, particularly where conditions have not been entirely satisfactory in the past.

### The Cheapest Silo to Own

You can have Silage at less cost per ton in a Craine Silo—because:

*It keeps silage better; stays put and requires no timbering. Serves longer and looks better.*

The reason for the truth of this claim is plain. Craine Silos are triple walled: A staunch stave silo inside, a thick Silafelt wall between and a strong spiral Crainox covering outside that binds the whole structure. The result is a handsome building with every square inch of its surface protected in every direction. Waterproof, frost resisting and storm defying.

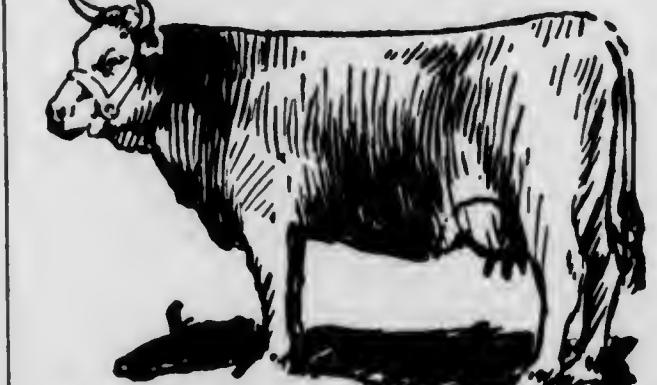
Before buying any Silo send for a Craine Catalog. If you want a Craine Silo in time this year write now.

*Old Silos rebuilt into Craine Silos at one-half the cost of a new silo. Crasco (one-wall) Silos furnished if desired.*

Craine Silo Co., Inc. Box 230 Norwich, N. Y.



### Easy Now to Rid Your Cows of Flies



FLIES cost dairymen over \$5,000,000.00 a year in loss of milk and annoyance to animals. Dairymen all over the country have found the discovery of E. R. Alexander to be the most effective way of ridding houses, barns and livestock of flies.

#### Flies Killed Without Poison

This discovery which is called Rid-O-Fly is a repellent—when used flies will not come near the horses because they know where the Rid-O-Fly has been applied. And though fatal to flies—Rid-O-Fly will not harm horses or human beings. It is guaranteed to be ABSOLUTELY NON-POTENTIAL and may be used safely anywhere.

You lose every day when you have flies at these to remain on your place. So confident is Dr. Alexander that Rid-O-Fly will rid your place of flies for you that he offers to send a regular \$2.00 supply for only \$1.00 each time you order. It is non-absolutely satisfactory in every way.

Lock any farm Unadilla doors, windows and you'll see why Unadilla leads. With its prices at 1917 levels, the Unadilla is a silo of economy as well as convenience.

### JULY SURPLUS ALL CLASS I

(Continued from page 1)

livered Philadelphia was \$2.32 per hundred pounds or 5 cents per quart, while the price at country receiving stations was \$1.75 per hundred pounds for the same grade milk. This price applies on all surplus milk sold.

The butter market has a slightly easier tendency. Prices have shown a gradual decline, practically throughout July. Ninety-two score butter New York City, was at the highest point early in the month with prices around 38 cents a pound, while at the close of the month quotations were around 34 cents.

Some 31,500,000 pounds of butter went into storage during the month, which probably represents the record. Stocks on hand are now somewhat in excess of those at the corresponding period last year, probably by 10 million pounds.

Considerable butter has been exported to England, both from the United States and Canada. Some 40,000 pounds were shipped during July from New York and about the same amount from Montreal. At the close of the month export demand ruled lighter, due to the low quotations for butter in the English markets.

The condensed and evaporated milk markets have been showing greater strength. In fact, prices have firmed up considerably, due in a measure to advancing prices of milk in some districts and in the matter of condensed, to higher sugar prices.

Bulk skin sweetened has advanced in view of the greater demand for ice cream making.

General trading, however, is reported as being slow. There has been some moderate export movement, largely through regular channels and while quotations have not been materially higher there is a marked absence of price shading.

At the close of the month miscellaneous brands of sweetened condensed were quoted at \$4.65 to \$4.75, with miscellaneous brands of evaporated at \$3.75 to \$3.80.

As a LOUSE POWDER the dry Carbola is as good as the best—better than many. It is used exactly as other brands are used and costs much less.



### UNADILLA SILOS on Famous Dairy Farms

Borden, Walker-Gordon, Hood & Sons, National, State, County, College, and School farms—famous dairies throughout the East use Unadilla Silos.

These farms demand the best of silos. They judge on the quality of silage, the strength, beauty and convenience of the silo. So the new silos are Unadilla.

Look at the famous Unadilla doors, windows and you'll see why Unadilla leads. With its prices at 1917 levels, the Unadilla is a silo of economy as well as convenience.

Write for particulars on prices and the catalog which explains all Unadilla features.

UNADILLA SILO COMPANY  
Box 24, Unadilla, N.Y. or Des Moines, Ia.



### It's So Easy

to keep dirt and disease out of your buildings — to make them light, clean, sanitary and healthful, and therefore profit-producing quarters for your livestock and poultry — if you will use

## CARBOLA

The Disinfecting White Paint

a white paint in powder form, with which a very powerful disinfectant is combined. Just mix it with water and it is ready to use — no waiting or straining. It can be applied either with a brush or with a spray pump to wood, brick, stone, cement, plasterboard or over whitewash. It doesn't blister, flake or peel off, has no disagreeable odor to taint milk or food products and one gallon — a pound of powder — covers 200 square feet. It is harmless to the smallest chick or to stock that licks a painted surface.

#### Used Instead of Whitewash and Disinfectants in

Poultry Houses  
Rabbit Hutches  
Outbuildings

Stables  
Cellars

Hog Pens  
Factories

Warehouses  
Creameries  
Dog Kennels

by thousands of dairy and poultry farms, by leading agricultural colleges and experiment stations. It makes work easier to do and gives better results. You never will regret giving Carbola a trial — money back if not satisfied.

Your Hardware, Feed, Drug or Paint Dealer has Carbola or can get it. If not, order direct. Prompt shipment by parcel post or express.

10lb. (10 gal.), \$1.25 and postage. 20lb. (20 gal.), \$2.50 delivered. 50lb. (50 gal.), \$5.00 delivered. 200lb. bags \$18.00. Trial package and interesting booklet, 30c postpaid.

Add 25% for Texas and Rocky Mountain States

CARBOLA CHEMICAL CO., Inc., 299 Ely Avenue, Dept. W Long Island City, N. Y.



**NICE**  
REG.  
U.S.A.  
THE NAME TO GO BY—WHEN YOU GO TO BUY  
PAINTS AND VARNISHES  
Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

LET US  
DESIGN  
YOUR  
STATIONERY  
PEDIGREE  
CATALOGS  
OUR  
SPECIALTY

### HORACE F. TEMPLE PRINTER

BELLPHONE NO. 1 WEST CHESTER, PA.

E. NEWLIN BROWN  
Live Stock  
Auctioneer  
WYCOMBE, BUCKS CO., PA.  
Sales Anywhere — Anytime

To obtain better results use a  
THATCHER (batch) FEED MIXING MACHINE  
Thoroughly mixes Molasses, Semi-Solid  
Butter Milk, Concentrates, or Rougah.  
THATCHER MANUFACTURING CO.  
1202 Harrison Bldg. PHILA. PA.  
M. & P. R. R. & E. King St.  
YORK, PA.

Mention The Review when  
writing to advertisers.

Healthy, Pure-Bred  
Foundation Stock

# CHESTER COUNTY

"THE COUNTY THAT COUNTS"

Healthy, Pure-Bred  
Foundation Stock

## Guernseys

May-Rose Breeding  
HERD SIRES

LANGWATER HERO  
No. 39634

Son of Langwater Heroine, A. R. record, 16221.1 lbs. milk, 805.64 lbs. fat in Class D.

LANGWATER ROYAL  
25th, No. 63968

Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your Milk.

M. M. Hollingsworth & Son  
Landenberg, Pa.

## ACCREDITED HERD

## Guernseys

Maple Shade  
Farms

60 Registered  
Guernseys

The cows that give the high priced milk

Federal Accredited Herd No. 8430

## HERD SIRES

Laverna's Ultra May King  
24660 A. R.

Gerar Pearl's Royal 58411

His six full sisters have eight A. R. records averaging 14371.4 lbs. milk 704.96 lbs. butter fat but two of which were made as aged cows.

## M. T. PHILLIPS

Pomeroy, Pa.

## Holsteins

Towns End  
Farms

Home of the Long Distance Bull

King Pietertje  
Ormsby Piebe 17th  
No. 294184

His Four Nearest Dams Average:

Butter—1 yr.—1123 lbs.  
Milk—1 yr.—24185 lbs.

Bull Calves for Sale at Farmers' Prices

Also a few Heifers and A. R. O. Cows bred to K. P. O. P. 17th

Approved Cows Taken for Service

E. P. ALLINSON  
WEST CHESTER, PA.

## ACCREDITED HERD



Crystal Farm  
Herd

Accredited No. 20784

Composed Mostly of  
Daughters of

WINTERTHUR JOHANNA  
PRILLY SEGIS 206498

7 A. R. O. DAUGHTERS

AN OUTSTANDING SIRE

whose six nearest dams have records that average 4.5 per cent fat

It Pays to Breed to Him

FOR SALE  
FRESH COW AND CLOSE SPRINGER

Charles J. Garrett

West Chester, Pa.

Accredited Herd No. 20784

## Jerseys

### BULLS

A Few Choice  
Heifers

from

A. R. O. Cows

sired by

Financial Satin Noble

\$100 and Up

80 to Pick From

HIGHLAND FARMS

West Chester, Pa.

## ACCREDITED HERD

## Jerseys

Financial Sensation

153793

"The Best Bred Bull in the World"

Our herd is headed by two splendid young bulls.

Heads the Herd at

Greystone  
Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

FOR SALE

FRESH COW AND CLOSE SPRINGER

Tie up with the Greystone herd with a son of Financial Sensation, the \$60,000 sire.

Federal Tuberculin Tested

Healthy, Pure-Bred  
Foundation Stock

## Ayrshires

### Ayrshires

CONSTITUTION QUANTITY  
CONFORMATION QUALITY

Breeders of Bloomer's Queen, 4-yr-old, 21820 lbs. milk, 1005 lbs. butter.

We sold 12 heifers in 1920 which averaged 12178 lbs. milk with first calf.

The Champion Jr., 3 yrs. old, who produced 16448 lbs. milk, 650 lbs. fat.

We offer 10 cows, 20 heifers and bulls which will increase the production of milk and fat.

FARMERS PRICES

James Deubler's Sons

Berwyn, Pa.

## ACCREDITED HERD

## Ayrshires

Westtown

School Farm

WESTTOWN, PA.

Our herd is headed by two

splendid young bulls.

PENSHURST SANDY

Prize winner at National Dairy Show 1921. A son of Netherdon Statesman Imported and grandson of The Champion of Scotland Brae Rising Sun.

BARON'S ITHAN OF  
WESTTOWN

Son of Baron's Best of Bargenoch Imported, one of the ten highest producing bulls of the breed.

FOR SALE

Grandsons of Baron's Best of Bargenoch Imported from high producing officially tested cows.

Federal Tuberculin Tested

# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME III

WEST CHESTER, PA., AND PHILADELPHIA, PA., SEPTEMBER, 1922

NUMBER 5

## AUGUST MILK CONDITIONS

### SUPPLY APPEARED SOMEWHAT IRREGULAR

Changeable weather conditions together with the irregularity of consumption, the latter due to the vacation season, gave the market an appearance of irregularity during August. In addition to this there was a larger proportion of changes or readjustments between dealers and producers—in instances, to cover the establishment of basic quantities, in October, November and December, for 1923.

There has also been a greater tendency is 115 per cent. of the established basic quantity. In other words, where both basic and surplus milk is shipped in July, August and September, the percentage of basic is increased by the percentage named and that of surplus decreased.

There is now only one class of surplus the Class II surplus being eliminated in July, August and September.

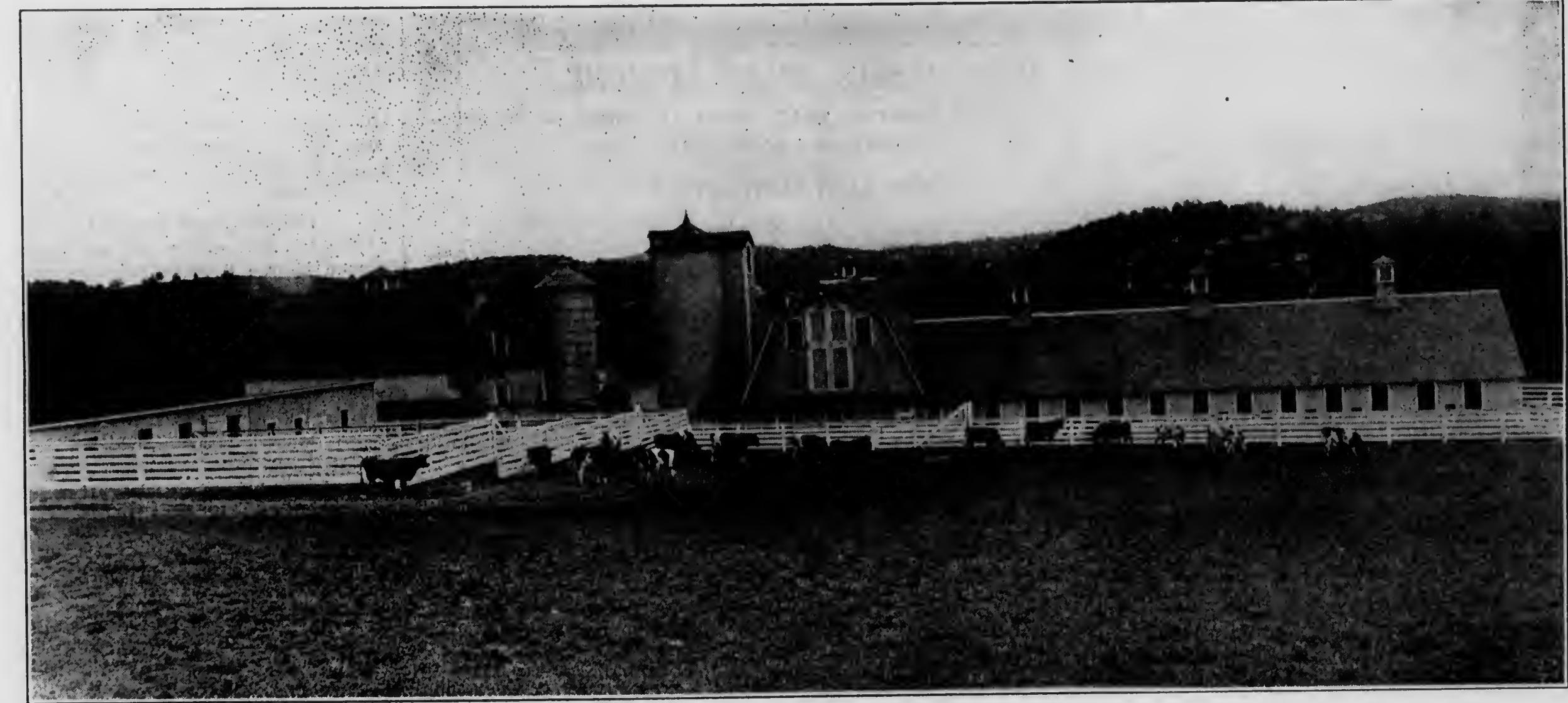
The price of basic milk in this territory for August was unchanged at 6½

### ALFALFA AS A MINERAL SOURCE

By Prof. GEO. A. OLSON

Wherever alfalfa has been successfully grown it has been found to be an exceptionally good feed for stock. It is frequently high in protein and serves excellently as the protein supplement with grains. Alfalfa contains calcium, sulphur and phosphorus, in addition to other minerals in various combinations which are extremely valuable in relation to the development of the animal. The alfalfa is a calcium loving plant and analysis of the mineral content shows large

It has been observed that certain minerals are beneficial to quicker action of the enzymes than others. On the other hand some minerals impede enzyme activity. The minerals therefore serve as plant food and they also assist in the digestive processes. They are equally as important in body development. Those that are good for plants are also good for animals. It is, therefore, reasonable to believe that an inadequate supply of the elements in the soil affects the



A MODEL CERTIFIED MILK DAIRY BARN

for producers to change from buyers manufacturing milk products, that is condensing plants and ice cream makers, to buyers of liquid milk. The whole Philadelphia Milk Shed is becoming a liquid milk market. Under existing conditions in the Philadelphia Milk Shed a more stable market is presented by the fluid milk buyer—as compared to the manufacturer or exclusively ice cream maker—the former being dependent on competition from outside manufacturers and the latter being a reasonable business.

The August price for surplus milk was 4.85 cents per quart or \$2.87 per hundred pounds for Grade B market milk, 4 per cent. butterfat, delivered Philadelphia platform, and \$2.29 per hundred for the same fat content at country receiving stations in the fifty mile zone.

The August price for surplus milk was 4.85 cents per quart or \$2.24 per hundred pounds, delivered Philadelphia platform or \$1.67 per hundred at country receiving stations in the 50 mile zone.

These prices are based on milk of 4 per cent. butterfat content. The August surplus price is based on an average price of 34.9 cents for 92 score solid packed butter, New York City, a slightly lower price than attained for July.

From present indications the same surplus plan in general will be effective for 1923. October, November and December will be the months which will be used to establish the basic quantity, but there may be some changes in the classes of surplus as compared to those of the past year.

The price of basic milk for September remains unchanged. There is an undercurrent of feeling, however, that a percentage on which the basic price is paid

quantities of this element. Alfalfa also contains much sulphur and in respect to quantity it exceeds the phosphorus. It is now recognized that some of the good results which have been obtained from the feeding of alfalfa are due to the minerals which it contains.

The various minerals are found in the living cell structure of the plant and life processes could not take place without them. The same kind of relation is also found in the cell structure of the animal. The minerals enter the plant in a soluble state and are a part of the sap. As these minerals are carried to various parts of the plants very highly complex substances are broken down in the digestive tract, assimilated and carried to the various parts of the body to be reformed into new complex substances.

But why add the minerals to the ration if the same conditions can be brought about as by reinforcing the soil with those substances which are required by the stock and the application of plant food to the soil will favor increased yields and also furnish the minerals which the animals require for their needs.

It is generally well known what has been accomplished with the use of fertilizers in relation to crop production. Some places nitrogen and in other instances either potassium or phosphorus or the combination of the various elements have given very good results. More recently sulphur plant food has been advantageously used and in the

(Continued on page 7)

## VOIGT BILL STILL IN COMMITTEE

Since the August issue of the Milk Producers Review the hearings on the Voigt Bill, H. R. 8086, the so-called "filled milk bill" to prohibit the shipment of filled milk in inter-state traffic, before the sub committee of the United States Senate Committee on Agricultural and Forestry, composed of Senators McKinley, Ladd and Kendrick, have been concluded.

The full proceedings have been printed in pamphlet form comprising two parts: Part 1—72 pages and Part 2—covering 210 pages.

Probably no more complete compilation of the filled milk traffic has ever been available, as the testimony and statements of all the witnesses, both for the proponents and opponents are given in full.

A perusal of these pamphlets shows how fully those who favor the bill have established their case. How impossible it was to shake the testimony either by direct questioning or otherwise, the statements of authoritative witnesses, favoring the bill, either from the scientific or from the commercial viewpoint.

The testimony of such authorities as Dr. E. V. McCollum, Dr. J. Claxton Gittings and Dr. Charles L. Summers was not broken down by the attorneys of the opponents.

The so-called "Conspiracy Charge" a star play by one of the attorneys for the opposition, was not substantiated and fell flat.

### Bill Still in Committee

The bill is still in committee. Both Senators McKinley and Ladd are understood to be abroad and the bill cannot be reported to the Agricultural Committee nor to the Senate until their return.

In that the Senate is fully occupied with measures that have the absolute right of way under unanimous consent rule, it is doubtful if the delay is serious at this time in that it is not probable that the bill could come up until the "short session" of Congress. It is not felt that the status of the bill would be injured unless it was delayed until late in the session of the present Congress which ends March 4, 1923, and it is the belief of the proponents of the bill that it will be favorably reported on by committee and will have passed Congress before that time.

### Wisconsin Law Stands

We are advised that the recent Supreme Court decision, sustaining the Wisconsin Filled Milk Law will not be contested by the Filled Milk interests. It is also stated that the case will not be carried to the United States Supreme Court.

Filled milk stands prohibited in Wisconsin. This is particularly gratifying to us, in that the Wisconsin law was patterned after the proposed Pennsylvania law, introduced at the last session of the Legislature, action on which was blocked in the Senate. The bill will be reintroduced at the next session of the Pennsylvania Legislature.

### EXTRA GRAIN FOR THE DAIRY COW

Where pastures are getting shorter and drier, the cow will repay her owner at the pail for an extra allowance of grain in her manger when she comes in from the field. A good mixture is 150 lbs. oats, or corn and cob meal, 100 lbs. bran, 100 lbs. linseed meal, and 75 lbs. cottonseed meal.

## INTER-STATE DAIRY COUNCIL NOTES

During the past month the Dairy Council has been demonstrating at picnics and county fairs the use of milk in the form of flavored milk shakes. This has been very successful.

The first demonstration was at the Farmers' Picnic at Schwenksville, Pa., under the auspices of the Montgomery County Farm Bureau. This was followed by a demonstration at the Chester County Fair; the proceeds of which were donated to the Chester County and the Homeopathic Hospitals. At Hunnington, at the County Farmers Picnic they discussed the congress with foreign government officials, scientists and industrial leaders.

Invitations to some 150 nations, colonies and commonwealths abroad have been sent by President Harding, asking that they send official representatives to the Congress.

The meeting will be under the auspices of the World's Dairy Congress Association which is made up of the entire dairy industry of America and with the co-operation of the United States Department of Agriculture.

Try them, you will be pleased with the result.

## Hot Weather Drinks

### MAKE A MILK SHAKE AT HOME

*Iced milk flavored with syrup is nourishing as well as delicious and refreshing.*

#### Make Your Own Syrups

##### Chocolate Milk Shake Syrup

$\frac{1}{2}$  cup sugar  
 $\frac{1}{2}$  cup cocoa  
2 cups water

Mix sugar, cocoa, and water together and cook in a double boiler for one-half to one hour. Stir occasionally. The result will be a smooth, rich chocolate syrup.

##### Strawberry Milk Shake Syrup

1 pound strawberries  
1 pound sugar

Crush strawberries. Cook strawberries and sugar together until the mixture becomes very thick. Add enough boiling water to make a syrup the consistency of molasses. Strain.

##### Vanilla Milk Shake Syrup

1 cup sugar  
 $\frac{1}{2}$  cup water  
2 to 4 tablespoons vanilla

Cook sugar and water together until a medium thick syrup is formed. Remove from stove and add vanilla.

##### Milk Shakes

Add 2 to 4 tablespoons of any of the above syrups to one glass of milk. Chill and serve.

#### PHILADELPHIA INTER-STATE DAIRY COUNCIL 721 Head Building, Philadelphia, Pa.

The Clean Milk Department of the Dairy Council has practically completed its survey of the farms and dairies in the Wilmington, Del., milk supply district. We find the conditions on the farms to be comparatively good, although in instances there was room for improvement.

The report of the Clean Milk Department shows that 9336 sediment tests have been made so far this year; that 74 meetings of farmers have been held, with a total attendance of 6933; and 177 dairy farms and 126 milk receiving stations were visited.

In the nutritional department, plans for an active campaign this fall are under way while the Educational Department has developed a number of new plays for use in the schools and industrial plants during the coming season.

## THE WORLD'S DAIRY CONGRESS

All of western Europe and the English speaking peoples in general, will give whole hearted support to the World's Dairy Congress, which is to be held in one of our leading cities in October 1923, is the report which H. E. Van Norman, president of the World's Congress Dairy Association, brings back to this country after four months abroad discussing the congress with foreign government officials, scientists and industrial leaders.

This exposition is one worth while to show to every one interested in any branch of the dairy industry.

Exhibits this year are in far greater number and greater detail than ever before. Every field of the industry is to be covered, in instances exhibits which occupied but a small space last year will use entire buildings for their display.

The dairy cattle show will be greater than ever. Hundreds of cows in the different breeds will be on show and compete for prizes. Probably no greater gathering of dairy cows has ever been shown under one roof. Breeding and feeding methods will be a feature of the dairy show. The knowledge gained in these departments alone will repay any dairyman for the trip to St. Paul.

The display and demonstrations in connection with the educational features identified with all branches and departments of the dairy industry will be on a far larger scale than ever before.

Profitable dairying is a matter of education and development and at the National Dairy Exposition the simple and proper methods will be clearly and fully demonstrated.

#### Railroad Rates Reduced

Pre-war railroad rates have been granted by the Western Passenger Association covering an open rate of one and one-third fares while in other territories a rate of one and one-half fare on the regular certificate plan has been authorized for the convenience of the members of the National Dairy Association; International Milk Dealers Association, American Dairy Science Association, International Association of Dairy and Milk Inspectors, National Creamery Butter Makers Association, National Cheese Association, National Dairy Council, American Jersey Cattle Club, American Guernsey Cattle Club, Holstein Freisian Association of American, Brown Swiss Cattle Breeders Association, and the Ayrshire Breeder's Association.

The members of the Inter-State Milk Producers Association are entitled to these special railroad rates under their affiliation with the National Dairy Council through the Philadelphia Inter-State Dairy Council.

In addition to meetings of the organizations named above there will be gatherings of many organizations of local, state and national character during the time of the exposition.

Make your plans to attend this great show this year. Write the National Dairy Exposition, Hotel Ryan, St. Paul, Minn., for particulars as to hotel reservations and information desired.

## AYRSHIRES SHIPPED TO COLUMBIA

Barclay Farms, Rosemont, Pa., and Penshurst Farm, Narberth, Pa., report the sale of bull calves to Fulio Ospina and Co., Medellin, Republic of Columbia, Central America. This initial shipment to Columbia is added evidence of the very encouraging export demand being evidenced for Ayrshires other recent export consignments going to Costa Rica, Hawaii, Mexico, China and Japan.

Some folks take a few minutes to go over the tractor with a wrench and an oil can every day; others don't touch it until something breaks and then hold up their work to wait for new parts.

## THE NATIONAL DAIRY EXPOSITION

The biggest event of the year in the dairy world, The National Dairy Exposition, will be held on the Minnesota Fair Grounds, St. Paul-Minneapolis, Minn., October 7th to 14th and promises to far eclipse the 1921 show in every particular.

This exposition is one worth while to show to every one interested in any branch of the dairy industry.

Exhibits this year are in far greater number and greater detail than ever before. Every field of the industry is to be covered, in instances exhibits which occupied but a small space last year will use entire buildings for their display.

The dairy cattle show will be greater than ever. Hundreds of cows in the different breeds will be on show and compete for prizes. Probably no greater gathering of dairy cows has ever been shown under one roof. Breeding and feeding methods will be a feature of the dairy show. The knowledge gained in these departments alone will repay any dairyman for the trip to St. Paul.

The display and demonstrations in connection with the educational features identified with all branches and departments of the dairy industry will be on a far larger scale than ever before.

Profitable dairying is a matter of education and development and at the National Dairy Exposition the simple and proper methods will be clearly and fully demonstrated.

#### Railroad Rates Reduced

Pre-war railroad rates have been granted by the Western Passenger Association covering an open rate of one and one-third fares while in other territories a rate of one and one-half fare on the regular certificate plan has been authorized for the convenience of the members of the National Dairy Association; International Milk Dealers Association, American Dairy Science Association, International Association of Dairy and Milk Inspectors, National Creamery Butter Makers Association, National Cheese Association, National Dairy Council, American Jersey Cattle Club, American Guernsey Cattle Club, Holstein Freisian Association of American, Brown Swiss Cattle Breeders Association, and the Ayrshire Breeder's Association.

The members of the Inter-State Milk Producers Association are entitled to these special railroad rates under their affiliation with the National Dairy Council through the Philadelphia Inter-State Dairy Council.

In addition to meetings of the organizations named above there will be gatherings of many organizations of local, state and national character during the time of the exposition.

Make your plans to attend this great show this year. Write the National Dairy Exposition, Hotel Ryan, St. Paul, Minn., for particulars as to hotel reservations and information desired.

## AYRSHIRES SHIPPED TO COLUMBIA

Barclay Farms, Rosemont, Pa., and Penshurst Farm, Narberth, Pa., report the sale of bull calves to Fulio Ospina and Co., Medellin, Republic of Columbia, Central America. This initial shipment to Columbia is added evidence of the very encouraging export demand being evidenced for Ayrshires other recent export consignments going to Costa Rica, Hawaii, Mexico, China and Japan.

Some folks take a few minutes to go over the tractor with a wrench and an oil can every day; others don't touch it until something breaks and then hold up their work to wait for new parts.

## Small Price Advance Effective in October

Beginning October first, producers of milk in the Philadelphia Milk Shed selling milk by weight, will receive an advance of three cents per hundred pounds for their milk, under a ruling recently arranged by the Inter-State Milk Producers Association.

Agricultural leaders associated with the activities of the Board regard this meeting as one of unusual importance for advancing and protecting, in a material way, the interests of the agricultural people. Farmers problems, like industrial problems, have shown no indication as yet of satisfactory solution. Combining together, therefore, for the advancement of the common good becomes a necessity now, as in the days of the war period when the capable and fearless leaders of the farmers' self-help organizations were constantly meeting and working together under the auspices of the National Board.

The Inter-State Milk Producers Association is identified with the National Board of Farm Organizations through its membership in the National Milk Producers Federation, and through executive affiliation of some of its individual members on the National Board.

Representatives from member organizations from all parts of the United States will be in attendance.

## MARYLAND STATE DAIRYMEN MEET

The fifth annual meeting of the Maryland Dairymen's Association, Baltimore, Md., was held in that city Saturday, August 26th.

The formal meeting of the association was held during the morning hours, at the Arena, in Carlin's Park, which included an annual address by President D. G. Harry, and reports by the secretary and the treasurer.

The delivered Philadelphia basis per quart will remain unchanged as such sellers have and will continue to obtain the original base price.

While this increase may not appear very important on the single hundred pound basis it does amount to a considerable sum in the aggregate.

Probably a concise understanding may be obtained when it is stated that every shipper of milk by weight, under the new basis, saves the commission paid the Inter-State, the Dairy Council contribution and then has something left for himself.

In other words it is a gain, however slight, that could not have been obtained except under co-operative efforts.

## ANNUAL MEETING LADIES COMMITTEE

The committee of ladies of the Inter-State Milk Producers Association, of which Mrs. Robert F. Brinton is president is formulating plans for the entertainment of the ladies attending the Sixth Annual Meeting of the Inter-State Milk Producers Association, December 4th and 5th, 1922.

Full details of the plans will be announced in the next issue of the Review but we can say that they will be more complete than ever before.

Replacing the low producing cows with better ones and later with pure breeds is only one of the ways in which a dairy improvement association helps a community.

## National Board of Farm Organizations

The semi-annual meeting of the National Board of Farm Organizations will be held in the Temple of Agriculture, 1731 Eye St. N. W., Washington, D. C., October 3-5.

Agricultural leaders associated with the activities of the Board regard this meeting as one of unusual importance for advancing and protecting, in a material way, the interests of the agricultural people. Farmers problems, like industrial problems, have shown no indication as yet of satisfactory solution. Combining together, therefore, for the advancement of the common good becomes a necessity now, as in the days of the war period when the capable and fearless leaders of the farmers' self-help organizations were constantly meeting and working together under the auspices of the National Board.

The Inter-State Milk Producers Association is identified with the National Board of Farm Organizations through its membership in the National Milk Producers Federation, and through executive affiliation of some of its individual members on the National Board.

Representatives from member organizations from all parts of the United States will be in attendance.

## The C-B-W Calendar

Equipment to handle milk from cow to consumer

A Real Milking Stool



The "Lansdowne"

Is a milking stool of any importance to you? The Lansdowne Milking Stool is an article of unusual merit—the one you will use eventually—the one that is so superior that it really is important.

The illustration tells enough. Just one piece of malleable iron makes the entire stool. Its design shows thoughtfulness for the fellow who will use it, for it is just as light (only 3½ lbs.) and strong as you can get it. Malleable iron will not break—galvanized iron will not rust; there you have it—a stool that will last you a life time.

The Lansdowne only costs a trifle more than other kinds—\$2.50 each.

We are the exclusive manufacturers—order a Lansdowne stool from us. You will always find it vastly superior.



A Copy Free!  
"The Cow the Mother of Prosperity"

By Ralph A. Hayne

THE BOOK: This book published by the I. H. C. Agricultural Extension Department contains so much valuable reference data on dairy cattle that it is easily worth three dollars a copy. A more concise treatise on this subject cannot be found. There are 258 illustrations packed into its 80 pages. It should be termed an instruction album of pictures rather than a text book. These subjects are covered: Judging and selecting cattle, care of calves, feeding, testing, milking, barns, bulls and diseases.

OUR OFFER—A copy of "The Cow the Mother of Prosperity" will be given to you (no charge) the next time you order any of our equipment or supplies. All that we ask is that you clip this advertisement and exchange it with us for the book. If you mail your order include with it this advertisement. If you purchase at our store, present it and you will get a copy of the book. Remember, any size order, for anything we handle will entitle you to this valuable book, if you submit this advertisement to us when ordering.

This book is not a catalog or a disguised piece of advertising literature, but a bona fide text book.

Cherry-Bassett-Winner Company  
Succeeding Phila. Farmers and Dairymen's Supply Co.

1918 Market St.  
PHILADELPHIA

Next to  
Stanley  
Theatre

## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.F. P. Willits, Managing Editor  
A. A. Miller, Editor and Advertising Mgr.  
Published Monthly by the Inter-State Milk  
Producers Association, Inc.Business Offices  
24 E. Market St., West Chester, Pa.  
720-722 Head Bldg., Philadelphia, Pa.  
Bell Phones Locust 5391, Locust 5392  
Keystone, Race 6879Printed by Horace F. Temple  
West Chester, Pa.Subscription Price  
50 cents a year in advance  
Advertising rates on applicationOfficers and Directors  
Inter-State Milk Producers Association  
President, H. D. Allebach  
Vice President, Frederick Shangle  
Secretary, R. W. Baldwin  
Treasurer, Robert F. Brinton  
J. H. Bennett P. P. Willits  
Robert F. Brinton F. O. Ware  
H. D. Allebach Albert S. Sarg  
W. C. Copperwhite Fredrick Shangle  
E. Nelson James E. H. Donovan  
E. R. Pennington H. I. Tussey  
F. M. Twinning J. A. Lauver  
Ira J. Book J. A. Poorbaugh  
A. B. Washington S. Blane Johnson  
A. B. Marvel Harry B. Stewart  
J. Brady SmithEntered as second-class matter, June 8,  
1920, at the post office at West Chester,  
Pennsylvania, under the Act of March 3,  
1879.

## Editorial

Farming in its various branches, of  
which dairying is a very important one, is  
more and more rapidly becoming a  
matter of intelligent education.This is not only the case in connection  
with the tillage of the soil, but  
marketing problems come in for very  
serious consideration.Not but that every farmer thinks and  
reasons, they do; but there is undoubtedly  
a necessity for greater knowledge and  
thought than was exercised by the  
earlier generations of farmers and dairy-  
men.Competition in every line is growing  
more acute. No longer are the large  
buying markets dependent on the farm  
products of the immediate vicinity.With present day facilities for produc-  
tion and transportation, competition  
is keen.Transportation facilities are such that  
farm products can be shipped long dis-  
tances, in fact across the continent and  
compete successfully with home-grown  
products.Present day facilities permit of the  
shipment of milk for many hundreds  
of miles to compete with that produced  
within 50 to 100 miles of the great con-  
suming centers.Education and co-operation must go  
hand in hand meeting the new conditions.  
Co-operative don't mean just going along;  
it must have a broader range, greater  
thought and greater preparation, both in  
connection with production and market-  
ing in order to attain success.The measure of co-operation spells  
success or failure in any undertaking  
and it behoves the farmer and particularly  
the dairy farmer to lend every  
possible effort toward co-operative  
methods which not only mean success  
for his own efforts but for the industry  
on the whole. One cannot succeed without  
the other.

### SMALL FAVORS THANKFULLY RECEIVED

Elsewhere in this issue you will find  
a story of a price advance for your  
milk. It's not a large advance but it  
means a saving of your commission, your  
dairy council contribution and then a  
trifle more.Beginning October first a new basis of  
weight per quart of milk sold goes into  
effect. You won't see it on your weight

slip, but in calculating the price paid  
for milk a basis of 46½ quarts per hun-  
dred pounds will be established and its  
in your pay check that the result will  
show.

Based on present prices there will be  
an increase of three cents per hundred  
pounds on the price paid to the farmer.  
It doesn't appear to be a great deal per  
single hundred pounds, but in the ag-  
gregate it will mean a considerable sum.

Anyway you will save your commis-  
sion expenses to the Inter-State and  
then some.

## WHAT DO WE GAIN?

Every once in a while, and we must  
say they are few and far between, we  
hear some one ask, "What does the Inter-  
State do for me?" "What do I gain?"

On the other hand, many, very prac-  
tically 99 per cent. of our members ex-  
press themselves differently, they say:  
"Where would we be if it wasn't for  
the Inter-State?"

Just a little careful thought and ob-  
servation would answer the former line  
of questioning and answer it most satis-  
factorily.

The Milk Producers Review, in every  
issue, tells the dairymen of the Phila-  
delphia Milk Shed just what their orga-  
nization is doing. Read it every month and  
you will keep fully posted.

Of course you won't find everything  
under scare head lines—but it's there  
and it will pay you to read every line,  
including the advertisements. There's a  
lot of news in advertisements, try  
reading them.

## THE SITUATION IN EGGS

According to government statistics the  
estimated stock of eggs in storage on  
August first was 10,133,000 cases, or  
2,975,000 cases above the five year aver-  
age and about the same quantity above  
the stock held last year.

There has been some concern shown  
in the movement of eggs this fall and  
aggressive advertising campaigns have  
been started in Chicago and New York  
to move the excess quantity. Plans are  
under way with the same end in view  
by the Philadelphia egg interests.

## THE ANNUAL MEETING

It may seem a long time until the first  
Monday in December, the time set for  
the annual meetings of the stockholders  
of the Inter-State Milk Producers Associa-  
tion, but time passes rapidly and our  
next annual meeting on December 4th  
will soon roll around.

At the coming meeting beside the  
annual election of directors whose terms  
will have expired there will be a number  
of important projects for discussion.

For the best interests of the organiza-  
tion it is necessary that the membership  
of the organization, either in person, by  
delegate or proxy, be represented.

The delegate plan, with proxies from  
those members of the various locals who  
cannot attend proved a good system last  
year as the direct return of the proceedings  
to the locals, by their delegate car-  
ried home a full report of what took  
place.

The August price has been announced  
as \$2.69 for Class I and \$2.00 for Class II  
milk.

Class 3A, 3B and Class A prices are  
based on butter and cheese prices with  
certain differentials.

It is time for the locals, scattered  
throughout the Philadelphia Milk Shed,  
to begin making their plans for delegates.  
Indications point to the 1922 annual  
meeting being the biggest and best  
gathering of representative milk produc-  
ers in the territory. Make your plans  
to attend. Remember the dates, Decem-  
ber 4th and 5th. The Inter-State  
is your organization and you should take  
part in the discussions and plans for its  
welfare.

## JERSEYS IN BEDFORD

Bedford county, Pa., recently intro-  
duced a carload of purebred Jerseys  
which were distributed among members  
of the newly formed Jersey Bull Associa-  
tion as foundation females. The pur-  
chases were made in the Grove City com-  
munity by John S. Hershberger and  
Allen Eschelman, both of Everett, Pa.,  
who were appointed for the occasion by  
the twenty farmers interested. Prof. J.  
R. Dawson of the Pennsylvania State  
College; County Agent, L. R. Mollen-  
auer and Dr. J. H. Castor of the Suplee  
Wills Jones Company assisted the pur-  
chasing committee in making their se-  
lections.

Spraying the cows to ward off flies  
and keep up the milk flow is as much  
a part of the routine on some farms as  
spraying the potatoes is on others.



## Making dairying more pleasant and profitable for thousands of farmers

More and more people are  
finding out what a wonderful  
help the De Laval Milker is in  
putting more pleasure and profit  
into the dairy business.

"I cannot understand the  
dairyman who will go on  
milking by hand when he  
could cut expenses by using  
a De Laval."

We could go on quoting from  
hundreds of satisfied users who  
are practically unanimous in  
their agreement that the  
De Laval Milker gets more milk from  
the cows, produces cleaner milk,  
saves time, and makes dairying more  
pleasant and profitable.

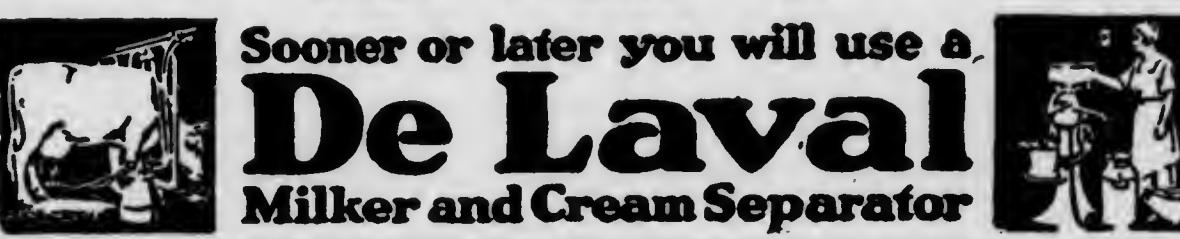
"I use a binder to harvest  
your grain, cut grass with a  
mower, spread manure with a  
spreader and drive to town in an  
auto—why milk by hand when  
you can do it better with a  
De Laval? Sold on such easy  
terms it will pay for itself—  
send for full information."

"We have two hours more a  
day to work in the field since  
using a De Laval Milker."

"I would not try to milk  
without a De Laval if I had  
only six cows."

When the milk is not tested the price f. o. b.  
Philadelphia is 6½ cents per quart

THE DE Laval Separator Co.  
NEW YORK CHICAGO SAN FRANCISCO  
165 Broadway 29 E. Madison St. 61 Beale St.



## DAIRYMEN'S LEAGUE CO-OPERATIVE ASSOCIATION

## PRICES FOR JULY

The Dairymen's League Co-operative  
Association, Inc., announces the follow-  
ing pooled price for milk shipped in July.  
These prices are based on 3 per cent.  
milk in the 201-210 mile zone.

Gross pool price.....\$1.68  
Expense ..... .06

Certificate of Indebtedness ..... 20  
Cash payment ..... 1.42

The July basis for Class I milk was  
\$2.22 and Class II, \$2.00 per hundred  
pounds.

The August price has been announced  
as \$2.69 for Class I and \$2.00 for Class II  
milk.

Class 3A, 3B and Class A prices are  
based on butter and cheese prices with  
certain differentials.

## BUTTER FAT TESTS

Every now and then the question of  
the constancy of butterfat content of  
milk, be it from individual cows or from a  
dairy herd has been brought up for  
discussion.

Much has been developed to prove the  
irregularity of the butterfat content at  
certain seasons of the year, etc.

Recently this question developed in  
connection with cow testing work in the  
Cleveland, Ohio, district, and the Ohio  
Co-operative Milk Company recently  
printed in its bulletin, the following inter-  
esting data, which is on file as an  
official test.

"So much criticism has been sent to the  
office regarding butterfat tests that it  
seems advisable to print a report re-  
cently made by a state tester of a herd  
of one of our members. This shows a  
remarkable variation in butterfat and  
disproves the statement of many that  
cows do not vary in butterfat produc-  
tion."

It is time for the locals, scattered  
throughout the Philadelphia Milk Shed,  
to begin making their plans for delegates.  
Indications point to the 1922 annual  
meeting being the biggest and best  
gathering of representative milk produc-  
ers in the territory. Make your plans  
to attend. Remember the dates, Decem-  
ber 4th and 5th. The Inter-State  
is your organization and you should take  
part in the discussions and plans for its  
welfare.

Spraying the cows to ward off flies  
and keep up the milk flow is as much  
a part of the routine on some farms as  
spraying the potatoes is on others.

1 2 3 4  
6/23/22 { Noon 2.8 2.0 2.2 3.5  
(P. M. 3.7 3.8 4.2 4.3

1 2 3 4  
6/24/22 { A. M. 3.6 3.1 2.4 3.6  
Noon 3.9 3.9 3.1 4.1  
(P. M. 4.4 4.0 4.6 4.1  
A. M. 3.3 3.4 3.2 3.7

## LATEST MARKET PRICES

## SELLING PLAN

Basic Quantity in July and August 110 per cent.  
Basic Quantity in September 115 per cent.

The Philadelphia Selling Plan for 1922 became effective with January. The basic quantity is represented by the average shipment of milk during October, November and December, 1921, on which the basic price will be paid. In August a surplus price based on 92 score solid packed creamy butter, New York City, plus 20 per cent. will be paid for all milk in excess of the basic quantity. In August an increase of ten per cent. over the established amount is paid for as basic milk, unless all milk shipped is basic.

## AUGUST BASIC PRICES

## F. O. B. PHILADELPHIA

## Grade B Market Milk

From these prices one cent per 40 quarts or  
one cent per 100 pounds will be deducted by  
the buyer, which together with one cent per 40 quarts, contributed by the  
buyer, will turn over to the treasurer of  
the Inter-State Dairy Council for the pur-  
pose of carrying on a publicity campaign,  
advertising the food value and greater  
consumption of dairy products. The usual  
commission from the members of the Inter-  
State Milk Producers Association is to be deducted  
and returned to the Association as heretofore.

Basic Price  
Test per 100 lbs. per Quart  
Per cent. \$2.47 5.35

3.1 2.51 5.45  
3.2 2.55 5.55  
3.3 2.59 5.65  
3.4 2.63 5.75  
3.5 2.67 5.85  
3.6 2.71 5.9  
3.7 2.75 5.95  
3.8 2.79 6.05  
3.9 2.83 6.15  
4.0 2.87 6.25  
4.1 2.91 6.35  
4.2 2.95 6.45  
4.3 2.99 6.55  
4.4 3.03 6.65  
4.5 3.07 6.75  
4.6 3.11 6.85  
4.7 3.15 6.95  
4.8 3.19 7.05  
4.9 3.23 7.15

When the milk is not tested the price f. o. b.  
Philadelphia is 6½ cents per quart

FREIGHT AND RECEIVING STATION CHARGES

Per 100 lbs. Freight on 100 lbs.  
Miles 46 qt. can 8% milk

1 to 10 incl. .265 \$1.97  
11 to 20 .28 1.98  
21 to 30 .30 1.99  
31 to 40 .31 1.99  
41 to 50 .33 1.99  
51 to 60 .34 1.99  
61 to 70 .36 1.99  
71 to 80 .37 1.99  
81 to 90 .38 1.99  
91 to 100 .39 1.99  
101 to 120 .41 1.99  
111 to 140 .42 1.99  
121 to 150 .43 1.99  
131 to 170 .44 1.99  
141 to 190 .45 1.99  
151 to 210 .46 1.99  
161 to 220 .47 1.99  
171 to 230 .48 1.99  
181 to 240 .49 1.99  
191 to 250 .50 1.99  
201 to 260 .51 1.99  
211 to 270 .52 1.99  
221 to 280 .53 1.99  
231 to 290 .54 1.99  
241 to 300 .55 1.99

When the milk is not tested the price f. o. b.  
Philadelphia is 6½ cents per quart

AUGUST SURPLUS PRICES  
Per 100 lbs. Per quart

3.1 \$1.84 4.1  
3.2 1.88 4.1  
3.3 1.92 4.15  
3.4 1.96 4.25  
3.5 2.00 4.3  
3.6 2.04 4.4  
3.7 2.12 4.5  
3.8 2.16 4.7  
3.9 2.20 4.8  
4.0 2.24 4.85  
4.1 2.28 5.0  
4.2 2.32 5.1  
4.3 2.36 5.2  
4.4 2.40 5.3  
4.5 2.44 5.4  
4.6 2.48 5.4  
4.7 2.52 5.5  
4.8 2.56 5.6  
4.9 2.60 5.65  
5.0 2.64 5.7

JULY SURPLUS PRICES  
Per 100 pounds at Railroad Receiving Stations

3.1 \$1.84 4.

Healthy, Pure-Bred  
Foundation Stock

# CHESTER COUNTY

"THE COUNTY THAT COUNTS"

Healthy, Pure-Bred  
Foundation Stock

## Guernseys

May-Rose Breeding  
HERD SIRES  
LANGWATER HERO  
No. 39634

Son of Langwater Heroine, A. R. record, 16221.1 lbs. milk, 805.64 lbs. fat in Class D.

LANGWATER ROYAL  
25th, No. 63968

Son of Langwater Royal, the sire of three class leaders.

Use a Guernsey bull on your grade herd to raise the quality of your Milk.

M. M. Hollingsworth & Son  
Landenberg, Pa.

## ACCREDITED HERD

## Guernseys

Maple Shade  
Farms

60 Registered  
Guernseys

The cows that give the high priced milk

Federal Accredited Herd No. 8430

## HERD SIRES

Laverna's Ultra May King  
24660 A. R.

Gerar Pearl's Royal 58411  
His six full sisters have eight A. R. records averaging 14371.4 lbs. milk 704.96 lbs. butter fat but two of which were made as aged cows.

M. T. PHILLIPS  
Pomeroy, Pa.

## Holsteins

Towns End  
Farms

Home of the Long Distance Bull

King Pieterje  
Ormsby Piebe 17th  
No. 294184

His Four Nearest Dams Average:

Butter—1 yr.—1123 lbs.  
Milk—1 yr.—24185 lbs.

Bull Calves for Sale at Farmers' Prices

Also a few Heifers and A. R. O. Cows bred to K. P. O. P. 17th

Approved Cows Taken for Service

E. P. ALLINSON  
WEST CHESTER, PA.

## ACCREDITED HERD



Crystal Farm

Accredited Herd No. 20784

Senior Sire—  
WINTERTHUR JOHANNA  
PRILLY SEGIS 206498

Our Junior Sire is 50% of King of the Ormsby's.

At 11 months he was made Grand Champion Bull at Chester County Fair.

Cows advertised last month are sold. We now offer some bred heifers.

Charles J. Garrett  
West Chester, Pa.

## Jerseys

### BULLS

A Few Choice  
Heifers

from

A. R. O. Cows

sired by

Financial Satin Noble

\$100 and Up

80 to Pick From

HIGHLAND FARMS

West Chester, Pa.

## ACCREDITED HERD

## Jerseys

Financial Sensation

153793

"The Best Bred Bull in the World"

Heads the Herd at

Greystone  
Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

FOR SALE  
Grandsons of Baron's Best of Bargenoch Imported from high producing officially tested cows.

Federal Tuberculin Tested

## Ayrshires

### BULLS

CONSTITUTION QUANTITY  
CONFORMATION QUALITY

Breeders of Bloomer's Queen, 4-yr-old, 21820 lbs. milk, 1005 lbs. butter.

We sold 12 heifers in 1920 which averaged 12178 lbs. milk with first calf.

The Champion Jr., 3 yrs. old, who produced 16448 lbs. milk, 650 lbs. fat.

We offer 10 cows, 20 heifers and bulls which will increase the production of milk and fat.

FARMERS PRICES

James Deubler's Sons

Berwyn, Pa.

## ACCREDITED HERD

## Ayrshires

Westtown  
School Farm

WESTTOWN, PA.

Our herd is headed by two splendid young bulls.

PENSHURST SANDY

Prize winner at National Dairy Show 1921. A son of Netherton Statesman Imported and grandson of The Champion of Scotland Brae Rising Sun.

BARON'S ITHAN OF  
WESTTOWN

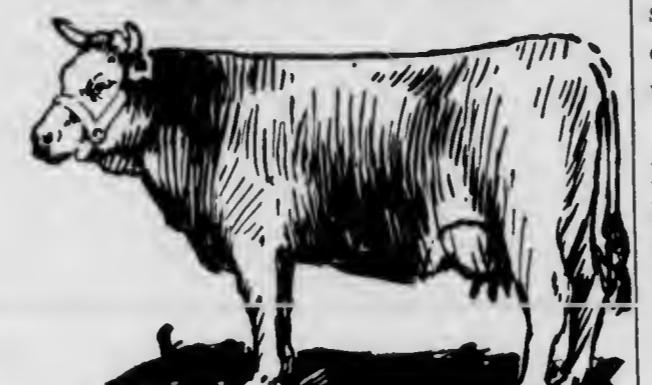
Son of Baron's Best of Bargenoch Imported, one of the ten highest producing bulls of the breed.

## FOR SALE

Grandsons of Baron's Best of Bargenoch Imported from high producing officially tested cows.

Federal Tuberculin Tested

## Easy Now to Rid Your Cows of Flies



FLIES cost dairymen over \$5,000,000.00 a year in loss of milk and annoyance to animals.

Dairymen all over the country have found the discovery of E. R. Alexander to be the most effective way of ridding houses, barns and livestock of flies.

### Flies Killed Without Poison

This discovery which is called Rid-O-Fly is a repellent—when used flies will not come near the horses, cows, or men who have been sprayed with Rid-O-Fly. It has been applied. And though fatal to flies—Rid-O-Fly will not harm insects or human beings. It is guaranteed to be ABSOLUTELY NON-POISONOUS and may be used safely anywhere.

You lose every day you permit insects to remain on your place. So confides Dr. Alexander that Rid-O-Fly will not only keep the flies off your property but will also keep your money.

For you that he offers to send a regular \$2.00 supply for only \$1.00.

or \$1.00 for the first 1000. If not absolutely satisfied, money will be refunded. Two big Kansas City cities guarantee the reliability of this offer.

SEND NO MONEY—just your name and address and that offer will be made to once.

ALEXANDER LABORATORIES,  
1409 Gateway Station, Kansas City, Mo.



E. F. Schlichter Co.  
10 S. 18th St., Phila.

### Alfalfa as a Mineral Source

(Continued from page 1)

form of agricultural gypsum, 100% to 500% increases in yield have been obtained. Such results show that soils are frequently short of essential plant food sulphur and doubtless the crops under these conditions are deficient in the minerals which the animals need.

Obviously some of the failures to grow alfalfa successfully have been due to the lack of some important plant food.

In other instances the soils have been too wet or too sour. On the higher elevations the soil is not likely to be wet or sour, nevertheless on some of them failures have been noted.

If alfalfa has not been grown successfully on such land try agricultural gypsum; the possibilities are that such soils are low in this very important plant food, sulphur.

With the successful growing of alfalfa there is assured an excellent source of protein which serves very nicely as a protein supplement to the grains containing low protein.

It contains much of the mineral matter which is found only in limited quantities in the cereals and therefore becomes a source of the minerals required by animals. More recently alfalfa has been found to contain mysterious though vital substances which in several respects resemble enzymes.

They are present in imponderable quantities and our knowledge concerning them

show that vitality and growth would be impossible in their absence.

## August Milk Conditions

(Continued from page 1)

slight advance in price may be attainable later in the year. This, however, is still an open question but the officers of the association are working with that view in mind.

The butter market touched the low point during August when 33½ cents a pound was reached for 92 score butter, New York City. The month opened with quotations at 34½ cents and was very sensitive, declining in the first ten days to 33½ cents, following which there was a gradual advance with prices at the end of the month around 37½ cents. The advances being largely due to the shrinkage in output and consequent decline in offerings. There has been little movement in butter for export and no imports.

The condensed and evaporated milk markets have been somewhat stronger in tone and while there have been no pronounced price advances there has been a material firming in quotations. Late in the month miscellaneous brands of sweetened condensed were quoted at \$4.75 to \$5.00, with evaporated at \$3.90 to \$4.00.

### POSSIBILITIES IN COW TESTING WORK

On the basis of the work done by cow-testing associations throughout Pennsylvania, L. W. Morley, in charge of Dairy Extension at the Pennsylvania State College, states that similar associations, if extended to include the owners of the 1,000,000 cows of the state, would result in an increased dairy income of about \$30,000,000 a year. Mr. Morley reports that, after four years of testing in one association, the average milk production per cow was increased by more than 1200 pounds and the butterfat increased 76 pounds. An increase of 76 pounds of fat per cow would mean 76,000,000 pounds of fat increase for all the cows in the state which calculated at forty cents a pound, would mean an added income of over \$30,000,000.

## 20 Extra Quarts of Milk Count 'em

From Every Sack of  
INTERNATIONAL SPECIAL DAIRY FEED

as compared to using wheat feed or ground grains. We guarantee this increase has been secured in hundreds of actual tests. Ask your feed dealer for the facts and proof or write direct to us.

INTERNATIONAL SUGAR FEED CO.  
MINNEAPOLIS, MINNESOTA

Live Dealers and District Sales Agents Wanted



THE NAME TO GO BY—WHEN YOU GO TO BUY  
PAINTS AND VARNISHES

Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, INC., PHILADELPHIA

## THE DAIRY LABORATORIES

5 North 20th Street, Philadelphia, Pa.

### Consulting and Analytical Chemists

Complete Chemical and Bacteriological Analysis of Milk, Dairy Products, Foods and Waters

FLY SPRAY TO KEEP FLIES OFF DAIRY CATTLE

Chlorine Solution to Sterilize Milk Utensils Write for information

Dr. Lee H. P. Maynard, Milk Expert  
Dr. H. S. Johnson, Bacteriologist  
Branches at Washington, D.C. Pittsburgh, Pa. Baltimore, Md. St. Louis, Mo.

LET US DESIGN YOUR STATIONERY  
PEDIGREE CATALOGS OUR SPECIALTY

HORACE F. TEMPLE  
PRINTER  
BELL PHONE NO. 1 WEST CHESTER, PA.

## FOR SALE

### REGISTERED HOLSTEIN BULL CALVES

From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as Helpers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days

I. V. OTTO BOILING SPRINGS FARM CARLISLE, PA. R 6

### Reading Bone Fertilizer

Quality Service Satisfaction

Feeding the World: The American farmer's job. To do your utmost the land should feed him. Pick the old dependable Bone Fertilizer.

(This trade mark means quality)

Ask your dealer for Reading Bone Fertilizer.

Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.

E. NEWLIN BROWN

Live Stock Auctioneer

WYCOMBE, BUCKS CO., PA.

# Four years Service- Guaranteed!

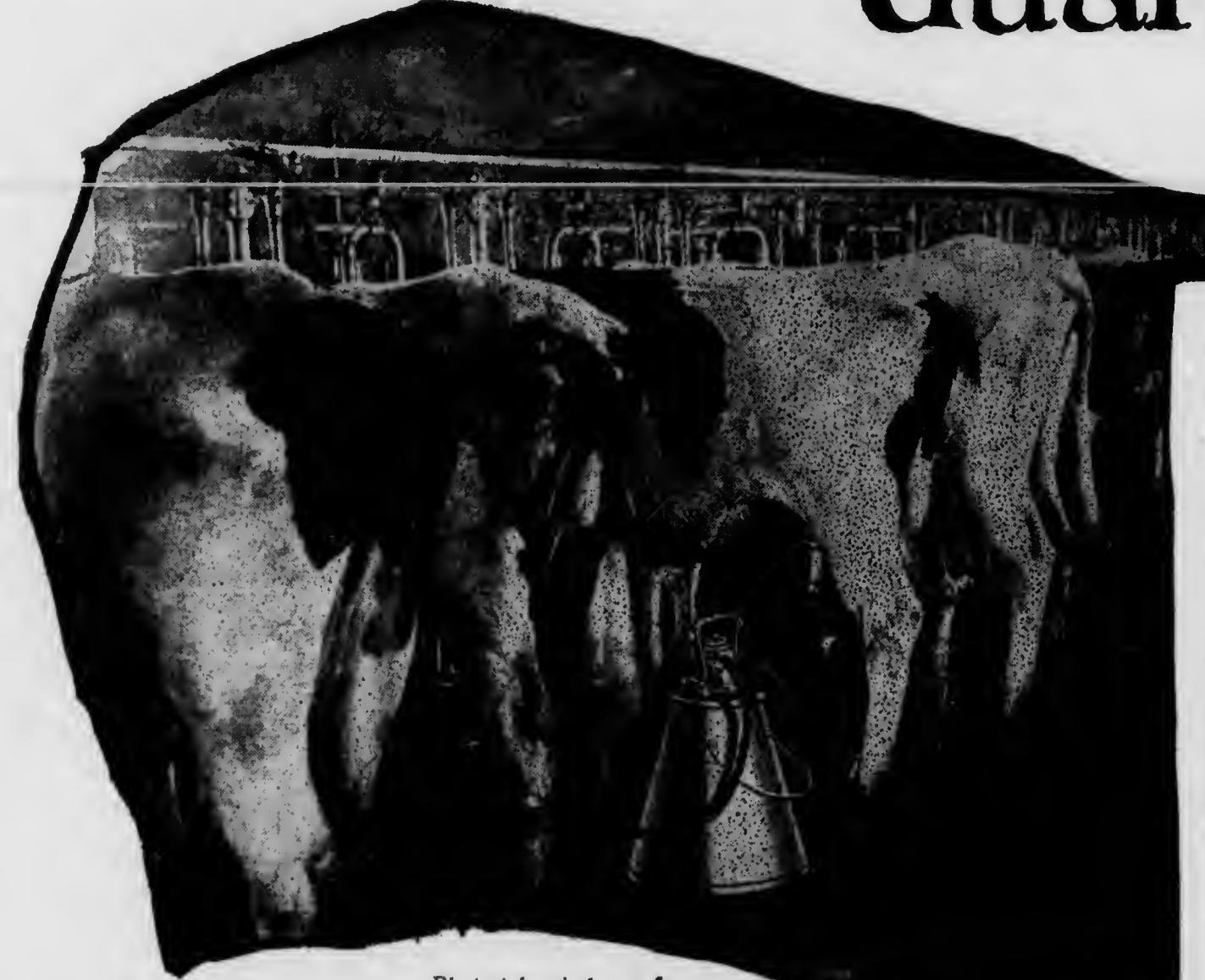


Photo taken in barn of  
Christ Knarr, Bloomer, Wis.

How the Empire Milking  
Machine increases Profits  
and lowers labor costs—  
Prices the Lowest ever quoted

**A**N investment that pays for itself long before the guarantee is up—a machine that increases the production from each cow, cuts milking time and promotes cleanliness—This is the Empire Milking Machine of 1922 with its pulsator **guaranteed even against wear** for four years' service.

Every farmer who milks six or more cows needs the Empire today to increase his profits. The way to increase profits is to lower the cost of production. The Empire—now selling at the

lowest price since it was invented—is one farm machine that offers a guaranteed value never before available to the American farmer.

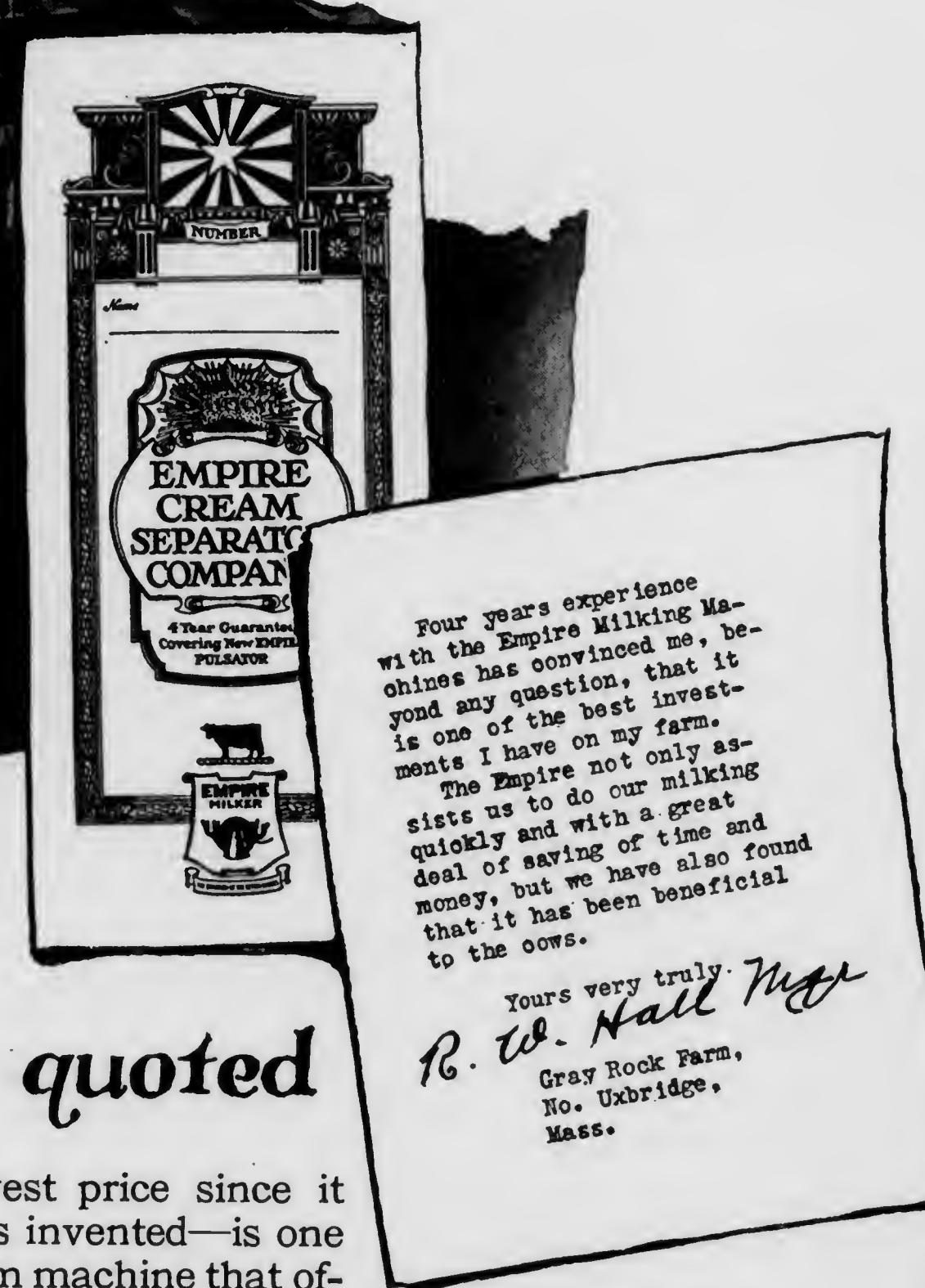
Note the letter above. Hundreds of Empires have been in continuous use for long periods of years.

Look into this money-making proposition today. Go to your dealer and see the machine, or invite him to call on you. Write today for the complete facts and the evidence that Empire users have to offer. Ask for Catalog 50M.

**EMPIRE CREAM SEPARATOR COMPANY, Bloomfield, N. J.**  
Elgin, Ill. San Francisco, Cal.

Also manufacturers of the Separator with the  
Million Dollar Bowl

# EMPIRE Milking Machines



# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME III

WEST CHESTER, PA., AND PHILADELPHIA, PA., OCTOBER, 1922

NUMBER 6

## SEPTEMBER CONDITIONS

### SURPLUS PRICE HIGHEST OF THE YEAR

Weather conditions had their effect on milk conditions in the Philadelphia Milk Shed. Continued dry weather amounting to a drought in some districts has curtailed the milk flow to a greater or less extent, while the demand for milk on the part of consumers has increased as the vacation season came to a close.

Buyers of milk have been extending their sources of supply. Several dealers have planned to establish additional receiving stations within the territory.

With the approach of the season for establishing basic milk quantities to govern 1923 shipments, there has been a considerable movement in dairies from one buyer to another. This has been particularly the case in connection with country receiving stations, for 4 per cent. milk. This is the highest price that

The price of basic milk in the Philadelphia market was 6½ cents a quart delivered or \$2.29 per hundred for 4 per cent. milk in the 50 mile zone. For the month of September producers shipping both basic and surplus milk were paid on a basis of 115 per cent. of their basic quantity at the basic price.

Buyers of milk have been extending their sources of supply. Several dealers have planned to establish additional receiving stations within the territory.

The surplus price for September, based on the average price of 92 score solid packed creamery butter, New York City, which was 40.1 cents a pound, plus 20 per cent., was 5.4 cents per quart f. o. b. Philadelphia, or \$1.91 per hundred at country receiving stations, for 4 per cent. milk. This is the highest price that

For some time the officials of the Inter-State Milk Producers Association have seen the necessity of an advanced price for milk if the supply in the Philadelphia Milk Shed was to be maintained.

There has been a steady advance in the cost of milk production and with the end of the pasture season at hand and costs of feed advancing, there was no question but that higher prices must be obtained if the usual feeding program of the dairy farmer was to be carried out during the winter months.

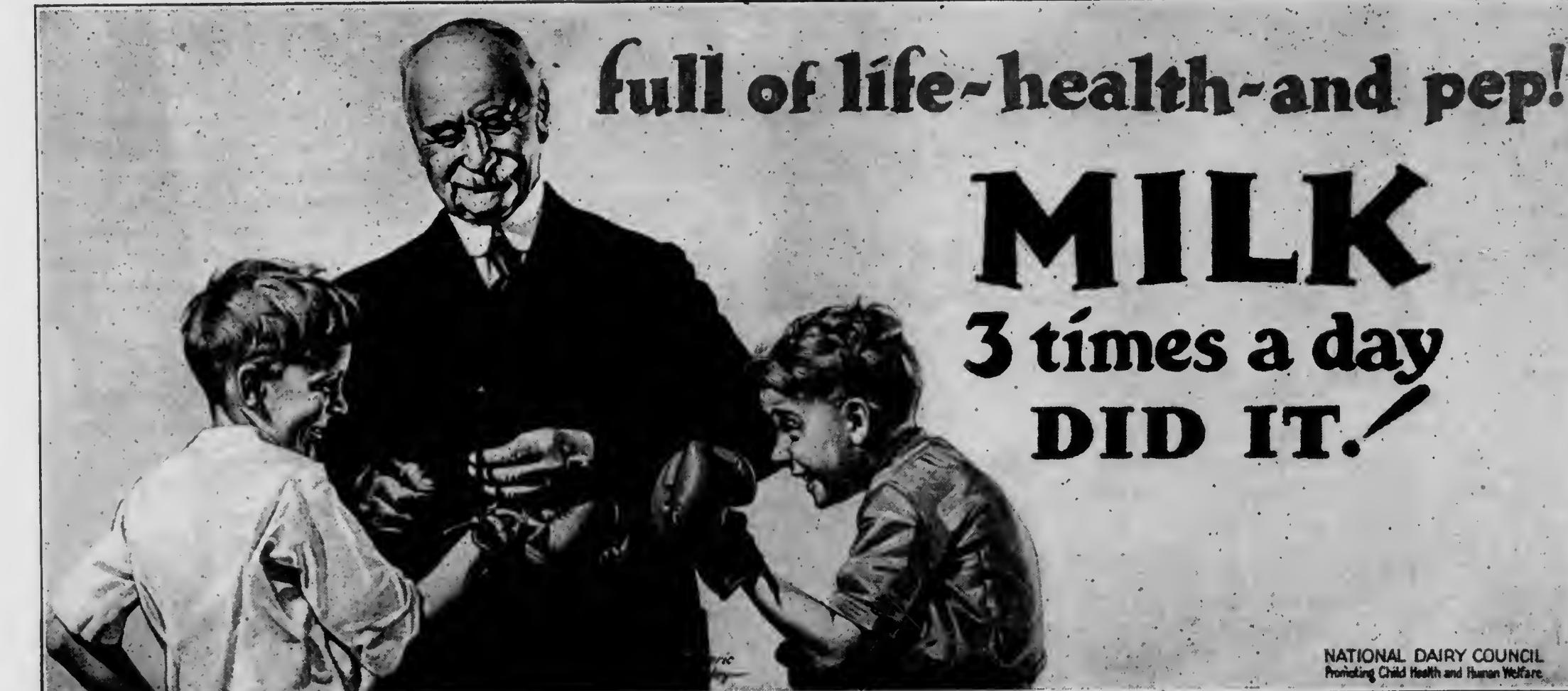
Late in September a conference of the milk buyers and officials of the Inter-State Milk Producers Association was held.

The situation was thoroughly canvassed. It was shown by the producers

It was also believed that with the greater employment of labor and the advancing wage rates that no hardship would be endured by the consumer in the payment of one cent a quart advance in the retail price of milk.

Retail prices in this market have been low when compared to other large cities, while the dealers' spread has been below that in any other large distributing center and it was proposed in making this advance that the entire one cent be passed directly to the farmer.

Under the arrangement concluded, the distributor will receive a slightly decreased spread between the farmers and consumers price in that while the retail price per quart will be advanced for grade B market milk from 11 to 12



NATIONAL DAIRY COUNCIL  
Promoting Child Health and Human Welfare

One of the Dairy Council Educational Milk Campaign Posters

In some country districts the movement from buyers using the milk for manufacturing purposes to those using the milk for fluid consumption has continued.

The market generally had a stronger position than has been the case for some time and with production costs advancing steadily, conferences between the representatives of the Inter-State Milk Producers Association and buyers of milk, looking toward price advances were in order.

These conferences resulted in an advance of one cent a quart, effective October first, and is particularly referred to elsewhere in this issue.

Platform conditions in the Philadelphia market were comparatively good throughout September. Outside of one or two temporary flush periods, there was no large surplus on the market. Such over supplies were absorbed at close to full prices. In instances, small dealers paid a trifle above the market for immediate supplies.

surplus milk has reached so far this year. The Philadelphia Selling Plan and the regulations which were in effect for 1922 will be continued for 1923. October, November and December shipments will establish the 1923 basic quantity. All milk shipped during these months, under the plan, will be paid for on the basis of basic milk.

Butter has steadily gained in strength since the opening of the month. While record holdings were reported a month ago there has been almost a continuous decline in cold storage stocks during September, and indications point to continued withdrawals. There has been a good consumptive demand for butter and the season of decreased production is at hand.

According to government statistics, the amount of butter in storage in the five big markets, New York, Philadelphia, Chicago, Boston and San Francisco, ending September 16th, was 61,729,128 lbs. as compared to 68,543,296 lbs. at the

that costs of dairy feed were higher, all along the line, than those effective last fall, that weather conditions in many sections were unfavorable both to corn and hay crops and that dairymen could not purchase feed at today's prices, in sufficient quantity to maintain the milk supply, at the prices which have been ruling for milk.

Already there have been definite indications of a shortage in the milk supply and unless something was done it was highly probable that there would be a pronounced scarcity in some sections.

Dairy feeds in instances are several dollars a ton higher in price than at this time last year while concentrated feeds have made a much greater advance, in instances \$6 to \$8 a ton. It was also shown that there was a growing shortage of labor on the farms. That the industries being more actively engaged and advancing wages as well, were attracting farm labor and that notwithstanding the offer of better wages it was impossible to keep desirable farm help.

(Continued on page 6)

cents a quart, the retail price of pints will be maintained at the old 7 cent basis.

The price of special grades of milk such as A, AA, etc., will take the same advance, the price of these grades being based on B milk, plus a differential for quality.

The conference was lengthy and was composed of representatives of the large and small dealers of Philadelphia, dealers from Reading, Allentown, Easton, Trenton, N. J., Wilmington, Del., Harrisburg, Tyrone, Lancaster, Norristown, Pottstown, Middletown, Del., Chester, West Chester and many other towns. Manufacturers of dairy products from a number of points were also in attendance, while the producers were represented by the Executive Committee of the Inter-State Milk Producers Association, with H. D. Allebach, President, in charge.

Following the conference a committee of dealers and producers conferred with Dr. Clyde L. King, milk price arbitrator,

(Continued on page 9)

## THE FARMER'S DOLLAR HOW TO INCREASE ITS VALUE

The buying power of the farmer's dollar is still a pertinent question.

Crops, speaking generally, have been good, in instances of a bumper character. The buying power of the farmer's dollar, however, still remains at a very low point.

"The purchasing power of the wages of industrial labor in 1921 was from 30 to 51 per cent. greater than in 1913," said Secretary of Agriculture, Wallace, recently, while "the purchasing power of the farm hand who works for wages in 1921 was 4 per cent. less than in 1913 and the purchasing power of the farmer himself was, on an average, 25 to 45 per cent less than in 1913."

Farmers have been bearing the brunt of the deflation since the war.

Compared to a year ago the farmer on the whole, has received less for his products this year.

The following statistics have been taken from the October report of the Federal Reserve Bank and represent conditions as far as this market is concerned:

Commodities	Sept. 15, 1921	Sept. 15, 1922
Wheat (bu.) No. 2 Red Winter.....	\$1.31 to \$1.36	\$1.10 to \$1.13
Corn (bu.) No. 2 Yellow.....	.75 to .76	.80 to .81
Oats (bu.) No. 2 White.....	.48 to .50	.446 to .463
Potatoes (bu.) No. 1 New Jersey.....	1.36 to 2.00	.48 to .70
Sweet Potatoes (bu.) New Jersey Yellow.....	1.20 to 1.60	.80 to .96
Hay (ton) Clover Mixed.....	18.00 to 20.00	15.00 to 17.00
Butter (lb.) Creamery, tubs extra.....	.463	.41
Eggs (doz.) nearest firsts.....	.41	.37
Chickens (lbs.) 5 lbs. and over, live.....	.32 to .34	.32 to .33
*Hogs (100 lbs.) Heavies.....	8.00 to 8.25	9.25 to 9.75
*Calves (100 lbs.) top.....	14.50	14.00
Apples (bu.) fancy.....	1.25 to 3.00	.50 to 1.00

\*Pittsburgh quotations

Through co-operative methods prices for milk in the Philadelphia Milk Shed were held stationary for 17 months, from May, 1921, until October 1st, 1922. On the latter date, through the same agencies the price was advanced one cent a quart.

The farmer in general has and continues to be fully advised on production methods but what confronts him at the time is better marketing methods. Education along this time has been singularly lacking. True, it is a most complex problem. It has taken years of effort, study, planning to bring about the successful co-operative bargaining or pooling operations in those lines in which they have been successful, but there is still much to be learned.

The character of organization that will best serve any particular branch of agriculture, and that includes the dairy industry, depends basically upon several conditions. The volume and nature of the product, location as to a market, transportation and marketing facilities. Fundamental factors as well as the secondary considerations must be all carefully weighed in outlining a policy.

Too often undertakings in co-operative marketing attempt to cover too broad a ground and conflicting conditions arise which prove detrimental to the best interests of all.

### Co-operative Marketing Still in Its Infancy

There remains much to be learned in the best methods of marketing before a full measure of success can be attained. The farmer himself must be educated, agricultural colleges must give this phase of education greater attention.

From the beginning the farmer has been disposed to market his crops and products when, where and how he

pleased. Too often he was forced to take whatever price he was offered. Some products, it is true, are perishable and until a few years ago the farmer, from necessity, was forced to move such products, notwithstanding the condition of the market and very often his products were sold at a price well below the cost of production. He lacked experience in marketing.

The value of the farmer's dollar can be increased by intelligent marketing, in that it would give him a greater return for his crops.

Organization, carefully planned and adhered to, spells success in many undertakings.

To successfully market products of the farm, however, is no small undertaking. One must consider the kind of organization, bargaining, pooling, etc., dependent upon the nature of the commodity and the market, transportation, quality or grading of the product, and advertising or publicity methods in appealing to the consumer.

And after all this the actual buying

## COWS ON ROUGHAGE MAY PRODUCE MILK ECONOMICALLY

What will a dairy cow do in the way of milk and butterfat production when fed on roughage exclusively? Perhaps the consensus of opinion is that she will not do very well, but the United States Department of Agriculture has some figures that show what a few cows did that were fed on alfalfa hay and corn silage, without grain.

Later and more complete figures on additional cows will show the effect on production of three plans of nutrition—no grain ration, light grain ration, and heavy grain ration. The relative prices of milk, butterfat, and feed will then determine the method of feeding most profitable for a given section.

It should be kept in mind that the roughage produced in this region (Montana) is exceptionally nutritious, and that the irrigated pastures are good throughout the season.

### PENN STATE DAIRY MAKES RECORD FOR PURE MILK RECENTLY

The dairy of the Pennsylvania State College, upon the completion of the first year of its production of certified milk, has made an unusual record in the production of certified milk of high purity.

In the past year, the average number of bacteria contained in a cubic centimeter of college dairy milk, as examined in the pathological laboratory of the Altoona Department of Health under the requirements of the Blair County Milk Commission, was 1,750. The product of the college dairy has contained 82.5 per cent. fewer bacteria than the requirement for certified milk.

The best individual record for the college milk examined during the year at Altoona was 200 bacteria. It is pointed out by officials of the Department of Husbandry that the examinations were made after the milk had been transported 50 miles and after an interval of several hours. With the appliances and methods adopted by the dairy, which is partly run by the students, it is possible to produce milk of practically absolute sterility when tested immediately.

But notice the difference in the nutrients required to produce the product the first year and the second year, when 75 per cent. more butterfat was produced. The first year, over and above maintenance and in addition to pasture, the cow consumed for each 100 pounds of butterfat 156.37 lbs. of digestible protein and 558.69 lbs. of total digestible nutrients, and for each 1000 lbs. of milk yielded she used 51.7 lbs. of digestible protein and 184.8 lbs. of total digestible nutrients.

The second year, when she received all the grain she would eat, she received above maintenance and in addition to pasture, in the production of 100 lbs. of butterfat, 218.7 lbs. of digestible protein and 1074.4 lbs. of total digestible nutrients; and in the production of 1000 lbs. of milk she used 70.43 lbs. of digestible protein and 345.9 lbs. of total digestible nutrients.

Another record recently made by the Dairy Husbandry Department is that made by five cows on the college farm. In the past year, the five animals, all Holsteins, produced over 45 tons of milk.

The course of dairy husbandry is one of the most important given by the School of Agriculture at the college. Among the subjects taught are the judging of dairy products, creamery butter making, cheese making, creamery management, ice cream making, dairy cattle judging, feeding, and dairy manufacturing.

In order that the dairy course, in common with the other departments of the college may be expanded, it is now planned to increase the facilities of the institution so that it may eventually accommodate 10,000 students. It is also planned to develop the college into a state university. As the first step of the expansion, a building fund campaign for \$2,000,000 is being carried on.

Aunt Ada's axioms—"A smile and gentle good manners smooth one's way through the world."

power of the farmer's dollar, as such, may not be increased. That depends on the prices of the commodities he has to buy, but inversely the number of dollars he receives, through organized effort, increases and he is therefore better able to make his purchases owing to increased return from his products on the farm.

### INVITATION TO INTER- STATE WOMEN FOR THE ANNUAL MEETING

A special invitation to attend the annual meeting of the Inter-State Milk Producers Association is extended to the ladies of the families of the members. The meeting will be held on Monday and Tuesday, December 4th and 5th.

Plans are being made for a separate headquarters for the ladies. A committee will receive those attending and see that they are taken care of.

Shopping and sight seeing tours are being planned. A get-together luncheon will be served on Monday.

Mrs. Robert F. Brinton, West Chester, Pa., is chairman of the committee and will have detailed plans ready to announce in the November issue of the "Review."

The main thing just now is to decide that you will come. The general meetings will be interesting and we know that you will have a pleasant trip.

The New Jersey State Department of Agriculture has announced that New Jersey's annual Agricultural Week will be held in Trenton, N. J., on January 16th to 20th, 1923. A farm products show will be one of the features.

### SILAGE REDUCES MILK COST

The cow's board bill is the largest item connected with the cost of milk. The man who buys a first-class dairy herd is inclined to believe that the original cost of the cows is the expensive part. After he has a few years experience he changes his mind. It is the feed bill, in season and out, year after year, that totals up the big expense.

Our experiment stations have conducted many tests to determine the value of silage in the ration. These have been published in bulletin form during the past twenty-five years, and though the figures vary to quite an extent, they all show the economic value of silage. The Ohio station several years ago showed that corn silage saved the dairy farmer ten cents a pound on the cost of producing a pound of butter, and forty cents on the cost of producing one hundred pounds of milk. Several other experiment stations have shown figures that range from six to fifteen cents saving on the cost of butter and from twenty-five to seventy-five cents on the cost of one hundred pounds of milk. Many of the early cow testing association demonstrated that the silo was one of the most important factors in lowering the cost of milk. All of these experiments and tests however, is only a small part of the proof of the economy of the silo. The most important proof is the fact that one-half million silos are now being used by our most progressive farmers.

Silage is a succulent grass-like feed. It is cooling in effect, aids digestion, stimulates appetite and is an excellent balance for high protein concentrates. A dairy cow requires such feed because she is doing hard work when producing a good flow of milk. The cow by nature is a user of roughage, and when fed in an artificial way on grains of high nutritive value there is need for a cooling grass-like feed, and silage comes into fill this valuable place, silage has a high water content, but water is an important item of the ration. Milk is 87% water and beef over 50%.

The best individual record for the college milk examined during the year at Altoona was 200 bacteria. It is pointed out by officials of the Department of Husbandry that the examinations were made after the milk had been transported 50 miles and after an interval of several hours. With the appliances and methods adopted by the dairy, which is partly run by the students, it is possible to produce milk of practically absolute sterility when tested immediately.

Many dairymen who complain over the high cost of producing milk could quickly correct this trouble by feeding more silage. This feed not only lowers the cost of producing the stock and stock products but it also serves as an insurance for many crops. There are few forages, grains or grasses grown on the farm that cannot be made into silage. Plants producing large tonnage can be turned into a food supply for the cows and growing stock, and silage has the advantage of always being in a succulent and edible form.

In times of drought during the dog days when the grass turns white and vegetation is hard and woody, a liberal ration of silage will stimulate large production and will keep the cows in a good condition for fall and winter producers. Those who have had the most experience will tell you that the silo should be used for summer as well as winter, especially by the dairy farmer. A crop safely stored in a silo is a sure and dependable asset to the stock keeper. As for the dairyman, every test has proven that silage is a most important item in economic milk production.

A. E. H.

Wifey—"According to this paper, boiled cow's milk is not good food for babies."

Hubby—"I can see that's right. I should think a raw cow would give better milk than a boiled one."

## ATTENTION !!

### Philadelphia Selling Plan

For the benefit of the milk producers in the Philadelphia Milk Shed, we reprint the text of the Philadelphia Selling Plan, (or Surplus Plan) as formally agreed upon.

The same general principles as applied in 1922 will be maintained in 1923.

Each producer shall be credited with the amount of milk delivered by him during October, November and December, 1922. The average production of these three months shall be known as the "basic quantity." These amounts are to be posted at the receiving station and duplicate copies sent to the Inter-State Milk Producers Association.

During the following nine months he will receive the basic price for the following percentages of this amount of milk.

January	100%	April	100%	July	110%
February	100%	May	100%	August	110%
March	100%	June	100%	September	115%

Additional milk produced during these months, if any, to be paid for on the following basis.

A committee of three, one from the producers, one from the manufacturers and one from the dealers, will check up, each month, the average price of New York 92 score, solid packed butter, as published by the United States Bureau of Markets for that month and immediately inform all concerned what this may be, payment for all additional milk above referred to, to be according to the following schedules.

Producers who have been regular patrons of a receiving station, or regular shippers to a dealer, who have established a basic quantity during October, November and December, 1922, are to receive the basic prices for basic quantity as per the above table. For an amount of additional milk less than or equal to the basic amount, the average price of 92 score New York Butter, plus 20%. For all additional milk above an amount equal to basic quantity a price based on 92 score New York butter without the 20% premium for the months of January, February, March, April, May and June. During July, August and September all shippers shall be paid for surplus a price based on 92 score New York butter plus a premium of 20%.

That all former patrons at a receiving station or direct shippers to a dealer who make no milk through October, November and December and who therefore, established no basic quantity if they resume shipping in January, February and March shall be paid a price for all their milk based on 92 score New York butter plus a premium of 20%.

Men starting in the dairy business and who therefore have not established a basic quantity who desire to start to ship milk during any one of the first nine months of 1923 shall be allowed to establish a basic quantity by calculating one-half of the amount produced by such shipper during the first thirty days of shipment and thereafter counting this as the basic quantity during the remaining months.

In case of tenants changing from one farm to another or farm owners selling out and repurchasing farm elsewhere and who by this procedure changes buyers of their milk, it is definitely understood that the basic quantity established, goes with the cows.

Special cases of one or more producers changing to new buyers are open to agreement between such producers, buyers and Inter-State Milk Producers Association.

This agreement covers all points in the territory. Any of the three parties interested, (the distributors, manufacturers, and the Inter-State Milk Producers Association), reserves the right to ask for a conference to consider the situation if its interests are being jeopardized thereby.

Example of the calculation of a basic quantity.

Farmer A Produced	
2100 lbs. milk in October	
2000 lbs. milk in November	
1900 lbs. milk in December	

Average for three months, 2000 lbs.

If 3000 pounds were shipped in May, or any other month, this would represent 2000 lbs. basic milk, to be paid for at the maximum or basic price and 1000 pounds additional milk, to be paid for as provided in the foregoing schedule. If in any month up to July, the shipment of milk increases to 5000 pounds the following basis would apply: 2000 basic, 2000 Class I and 1000 Class II Surplus.

### INTER-STATE DAIRY COUNCIL

Some very aggressive work has been done by the Dairy Council at the various state fairs during the past month.

The serving of milk drinks, with a view of educating the public to make milk shakes at home, was so successful at the Montgomery County Farmers' Picnic that it was repeated at the Huntingdon County Farmers' Fair and the West Chester Fair. At the latter fair more than 2500 milk shakes were sold, the proceeds being divided between two hospitals in West Chester.

Health work was conducted at the above fairs, as well as at the Reading, Lancaster, Wilmington and Trenton fairs.

## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.

F. P. Willits, Managing Editor  
A. A. Miller, Editor and Advertising Mgr.  
Published Monthly by the Inter-State Milk  
Producers Association, Inc.

24 E. Market St., West Chester, Pa.  
720-1-2-3 Head Bldg., Philadelphia, Pa.

Editorial Office  
720-722 Head Bldg., Philadelphia, Pa.  
Bell Phones Locust 5391, Locust 5392  
Keystone, Race 6879

Printed by Horace F. Temple  
West Chester, Pa.

Subscription Price  
50 cents per year in advance  
Advertising rates on application

Officers and Directors  
Inter-State Milk Producers Association  
President, H. D. Allebach  
Vice President, Frederick Shangle  
Secretary, R. W. Balderson  
Treasurer, Robert F. Brinton

J. H. Bennett P. F. Price  
Robert Brinton M. O. Ware  
H. D. Allebach Albert Saric  
W. D. Copperwhite Frederick Shangle  
E. Nelson James E. H. Donovan  
E. R. Pennington R. L. Tracy  
F. M. Tracy M. J. Lawler  
Ira J. Book J. A. Poorbaugh  
A. B. Waddington S. Blaine Lehman  
A. R. Marvel Harry B. Stewart  
J. Brady Smith

"Entered as second-class matter, June 8,  
1920, at the post office at West Chester,  
Pennsylvania, under the Act of March 3,  
1879."

### Editorial



The price of milk was advanced one cent a quart beginning October first. The officials of the Inter-State Milk Producers Association have had this move in mind for some time, but conditions have not been such as would have warranted the action at an earlier date.

We gave you an idea as to what was in mind in the September issue of the Milk Producers Review.

It is the opinion, however, that even at the advanced price, that the higher production costs will fully absorb the increase in return and producers will have to exercise the same care as heretofore if they would make ends meet.

Production should be maintained, but the weeding out of the unprofitable or "borderer" cow should be continued. There is no economy in feeding a cow which does not pay for her feed. She pulls down the profit that the good cow is making.

With a discriminating consumer, greater care to produce a safe, clean milk must be observed. Do not neglect quality, as it is quality that maintains consumption, and consumption must be maintained if a market is to be sustained and prices held on a permanent and satisfactory basis.

Milk of poor quality is as much a detriment to satisfactory market conditions as is an over supply.

When milk is low in quality or in too great supply, market conditions become unstable. It should be every producer's endeavor to maintain a satisfactory supply, both as to quality and quantity.

### CHECKER BOARD TIME AT END FOR THIS YEAR

The twenty-fourth of September marked the passing of the so-called daylight saving time in Philadelphia. A number of the smaller cities shifted to standard time earlier in the month.

That some of the municipalities that went on daylight saving time will not follow the practice next year is quite probable.

In other instances, such as the city of Philadelphia, ordinances now stand on the city records and unless such ordinances are repealed or rendered null and void, the daylight saving time face will go on year after year.

From the farmers standpoint this situation is intollerable and some definite action will, it is expected, be taken with a view of legislating this obnoxious ordinance out of existence.

To do this will require organized effort and developments are under way, it is understood, with this end in view.

A large number of the urban and suburban population who were loud in their praises of daylight saving last spring are now expressing themselves in favor of the standard time system.

If enough of this sentiment should be worked up, authorities would soon shift to the standard time side as many are now personally opposed to the so-called daylight saving plan.

### THE SIXTH ANNUAL MEETING

INTER-STATE MILK  
PRODUCERS ASSN.

DECEMBER 4TH AND 5TH, 1922

ADELPHIA HOTEL  
PHILADELPHIA

ELECTION OF DIRECTORS

ANNUAL BANQUET  
MONDAY, DECEMBER 4TH

FULL PARTICULARS AS TO PROGRAM  
IN NOVEMBER MILK PRODUCERS  
REVIEW

MAKE YOUR PLANS TO  
BE PRESENT

### WORTH WHILE DAIRY CALVES

The value of dairy calves, viewed from a standpoint of profit in future milk production is a matter of serious consideration, too often neglected by the farmer in general.

No heifer calves unless they are known to be from good producing cows, well sired, should be raised if the dairy is to be maintained at a high standard.

It is said that it costs a farmer \$50 to grow out a calf in its first year and that in general practice heifers approximate three years of age when they come in profit.

That means a considerable expense, probably not in actual cash outlay but the farmers money has been tied up until the heifer becomes productive and unless careful attention has been paid to breeding, too often a scrub cow is the result.

Guard against the scrub, she eats up the profits from good producers and does not better your herd.

In these days of intensive dairying the profits accruing from milk production must be based on the yield of each individual cow in the herd. The non-profit cow must be eliminated.

In the upbuilding of the dairy herd the herd sire is the most important factor. For your future's sake see to it that your herd sire is of good lineage—a high producing type for the breed.

The days of the uncertain sire, the scrub bull, are passing rapidly. Pure bred bulls of known family are fast replacing the old scrub bull. Be sure your herd sire is right and then go ahead.

### CHURNED MILK

Do you ship milk by wagon or truck any great distance from the farm to the railroad or receiving station?

Did the fat in your milk ever churn to butter in transit?

Recently the field men of the Inter-State Milk Producers Association had occasion to investigate some low testing milk where the butterfat ran usually.

Of the twenty-one directors, nineteen were in attendance. One was unavoidably absent owing to other business matters.

Every one of the nineteen directors made a detailed report as to crop, dairy and weather conditions in his territory. Conditions as to milk supply, feed conditions, etc., were gone into in detail. By this means every director was made conversant of conditions throughout the entire Philadelphia Milk Shed and the organization was fully informed as to the formulation of policies for the future.

In view of conditions it was decided that the executive committee be directed to confer with the buyers of milk in the entire district, with a purpose of advancing the price of milk on October first.

There was a discussion of plans for the coming annual meeting in December, and a committee composed of Frederick Shangle and A. A. Miller was appointed to make the necessary arrangements for a meeting place as well as plans for the annual banquet of the association.

It may be to your interest to observe the condition in which your milk is delivered to the station.

If there should be any indication of churning, shown by butterfat particles on the top of the milk, the trouble may be avoided by having the milk cooled well below the usual churning temperature before it is carried to the station.

### DAIRY MEN'S LEAGUE CO-OPERATIVE ASSOCIATION

Prices For August

The Dairy Men's League Co-operative Association, Inc., announces the following pooled price for milk shipped in the month of August:

These prices are based on three per cent. market milk in the 201-210 mile zone.

Gross Pool Price \$1.87

Total Expense .115

Certificate of Indebtedness .15

Cash Payment 1.605

The August price basis was \$2.69 for Class I and \$2.00 per hundred for Class II milk.

September prices for Class I milk are as follows. Class I, \$2.90; Class II, \$2.00 per hundred. The price arranged for October is the same as that for September.

That means a considerable expense, probably not in actual cash outlay but the farmers money has been tied up until the heifer becomes productive and unless careful attention has been paid to breeding, too often a scrub cow is the result.

These delegate may carry proxies from the members of your local and be so authorized to vote and act for you in the business of the annual meeting.

This does not mean that the representation of locals is restricted to one delegate. Every member is a stock holder of the corporation and as such is fully entitled to be present and take part in the discussion and has the right of a vote represented by his stock holdings.

If you have not already planned to at least send one delegate, see to it that it is done at an early date so that the delegate may attend and carry back to your local a full report of the proceedings.

You can't beat legumes such as clover and alfalfa as inexpensive sources of protein in feed rations.

### THE INTER-STATE DIRECTORS MEETING

The regular bi-monthly meeting of the Board of Directors of the Inter-State Milk Producers Association was held at its headquarters in the Head Building, Philadelphia, Pa., September 16th. H. D. Allebach, Trappe, Pa., presided.

Of the twenty-one directors, nineteen were in attendance. One was unavoidably absent owing to other business matters.

Every one of the nineteen directors made a detailed report as to crop, dairy and weather conditions in his territory. Conditions as to milk supply, feed conditions, etc., were gone into in detail. By this means every director was made conversant of conditions throughout the entire Philadelphia Milk Shed and the organization was fully informed as to the formulation of policies for the future.

In view of conditions it was decided that the executive committee be directed to confer with the buyers of milk in the entire district, with a purpose of advancing the price of milk on October first.

There was a discussion of plans for the coming annual meeting in December, and a committee composed of Frederick Shangle and A. A. Miller was appointed to make the necessary arrangements for a meeting place as well as plans for the annual banquet of the association.

It may be to your interest to observe the condition in which your milk is delivered to the station.

If there should be any indication of churning, shown by butterfat particles on the top of the milk, the trouble may be avoided by having the milk cooled well below the usual churning temperature before it is carried to the station.

### DAIRY MEN'S LEAGUE CO-OPERATIVE ASSOCIATION

Prices For August

The Dairy Men's League Co-operative Association, Inc., announces the following pooled price for milk shipped in the month of August:

These prices are based on three per cent. market milk in the 201-210 mile zone.

Gross Pool Price \$1.87

Total Expense .115

Certificate of Indebtedness .15

Cash Payment 1.605

The August price basis was \$2.69 for Class I and \$2.00 per hundred for Class II milk.

September prices for Class I milk are as follows. Class I, \$2.90; Class II, \$2.00 per hundred. The price arranged for October is the same as that for September.

That means a considerable expense, probably not in actual cash outlay but the farmers money has been tied up until the heifer becomes productive and unless careful attention has been paid to breeding, too often a scrub cow is the result.

These delegate may carry proxies from the members of your local and be so authorized to vote and act for you in the business of the annual meeting.

This does not mean that the representation of locals is restricted to one delegate. Every member is a stock holder of the corporation and as such is fully entitled to be present and take part in the discussion and has the right of a vote represented by his stock holdings.

If you have not already planned to at least send one delegate, see to it that it is done at an early date so that the delegate may attend and carry back to your local a full report of the proceedings.

You can't beat legumes such as clover and alfalfa as inexpensive sources of protein in feed rations.

October, 1922

MILK PRODUCERS REVIEW

Page 5

### LATEST MARKET PRICES

#### SELLING PLAN

Basic Quantity in September 115 per cent. Class II Surplus not effective in July, August and September

The Philadelphia Selling Plan for 1922 became effective with January. The basic quantity is represented by the average shipment of milk during October, November and December, 1921, on which the basic price will be paid. In September, surplus price based on 92 solid packed creamery butter. New York City price 20 per cent. will apply for the all milk in excess of that quantity. In September an increase of 115 per cent. over the basic price will be paid for as basic milk, unless all milk shipped is basic. October, November and December milk is considered basic.

#### SEPTEMBER BASIC PRICES

##### Grade A Milk

From these prices one cent per 46 quarts

or one cent per 100 pounds to be deducted

by the buyer, which together with one cent

per 46 quarts, contributed by the buyer

to be turned over to the members of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign advertising the food value and greater consumption of dairy products. The usual shipping charges from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

Basic Price per 100 lbs. Freight and Receiving Station Charges Deducted

Per cent. Per 100 lbs. Per quart Miles Freight on 100 lbs. 3% milk

3.1 2.47 5.35 1 to 10 incl. .265 \$1.97

3.2 2.51 5.55 11 to 20 .28 1.85

3.3 2.55 5.65 21 to 30 .30 1.93

3.4 2.63 5.75 31 to 40 .31 1.92

3.5 2.67 5.85 41 to 50 .33 1.90

3.6 2.71 5.95 51 to 60 .34 1.89

3.7 2.75 6.05 61 to 70 .36 1.87

3.8 2.83 6.15 71 to 80 .37 1.86

3.9 2.87 6.25 81 to 90 .38 1.85

4.1 2.91 6.35 91 to 100 .39 1.84

4.2 2.95 6.45 101 to 110 .40 1.83

4.3 2.98 6.55 111 to 120 .41 1.82

4.4 3.03 6.65 121 to 130 .42 1.81

4.5 3.07 6.75 131 to 140 .43 1.80

4.6 3.11 6.85 141 to 150 .44 1.78

4.7 3.15 6.95 151 to 160 .45 1.77

4.8 3.19 7.05 161 to 170 .46

# Need Help?

In Planning Your Entertainment for Your Community, Your Local or Club Meetings

Call on the Dairy Council, it is Your Organization

You may have lecturers and speakers on "Milk for Health," "How a City Gets Its Milk Supply," "Dairying in Foreign Lands," Better Dairying Methods" and other subjects.



Motion Picture Films on Dairying Subjects, Lantern Slides, Plays for the Children, Literature, Posters, etc.

These Are at Your Service Without Cost

The Dairy Council has carried the message of "Milk for Health" to thousands of consumers and producers. Why not include those in your community.

Let Us Plan Your Entertainment

Write for Detailed Information

Philadelphia  
Interstate Dairy  
Council

721 Heed Building

Philadelphia

## SUCCESSFUL METHODS USED FOR CLEANING MILKING MACHINES

The increasing use of milking machines in the United States makes the method of cleaning and caring for them an important one. In studies of dairy sanitation the number of bacteria which survive various methods of cleaning and care enables investigators to determine the relative merits of various systems of cleaning machines. In addition to laboratory observations, the United States Department of Agriculture has tried out methods of cleaning and sterilizing mechanical milkers on a number of farms.

On 13 farms where only ordinary care was given, the highest bacteria count was more than 2,000,000 per cubic centimeter, and the average was more than a quarter of a million. After the machines had been kept clean and sterilized by the hot water method, the average of 261 samples showed less than 20,000 bacteria per cubic centimeter, and one sample showed only one thousand. Of course, with careless methods, milk produced by hand milking may be badly contaminated; but the milking machine, being an additional piece of apparatus between the cow and the consumer, should receive special care.

Sterilizing milking machines with a chlorine solution has been done on a good many farms. The hot water method used by the department is as follows: Just after milking, the machines are rinsed with cold or lukewarm water drawn through by vacuum, the stream being broken occasionally by pulling the teat cups out of the water and immersing them again. This is done 10 or 12 times. The process is then repeated with hot soda solution, and the cups and tubing are washed with a brush at the same time. Then the parts are rinsed by drawing clean water through by vacuum.

After this cleaning, the long milk tubes with the teat cups attached are detached from the head of the pail, the air tubes (on inflation types of machines) plugged, and the whole immersed in a tank of clean water. The water is then heated to 160 degrees or 170 degrees F. This may be done by setting the tank on a stove; by setting it up and building a fire under it, or by introducing steam from a boiler. The parts are left in this water until the next milking.

To keep the machines sweet and clean they must be taken entirely apart once a week and all the parts scrubbed with brushes and hot soda solution. The vacuum line should be cleaned every two weeks by drawing hot soda solution through it, but if milk is accidentally drawn into it the pipe should be cleaned immediately after milking. Pails and covers need to be washed and sterilized with steam or boiling water every milking.

The effect of heating upon the rubber parts has not yet been fully determined, but so far the temperatures used have had little effect on the life of the rubber.

## SEPTEMBER MILK CONDITIONS

### SURPLUS PRICE HIGHEST OF YEAR

(Continued from page 1)  
same time last year. Withdrawals from storage in the four markets, New York, Philadelphia, Chicago and Boston recently, have reduced storage holdings at the rate of one million pounds a week.

## Better than Whitewash



### CARBOLA

In Disinfecting White Paint

Carbola is both paint and powerful disinfectant in one. Much easier to apply, gives better results and costs less than whitewash and disinfectants. Just mix Carbola powder with water and it's ready to use. No waiting or straining. Does not spoil if left standing in pail. Does not clog sprayer. Does not peel or flake. Powerful disinfectant keeps its strength on wall. Used, with brush or sprayer, by thousands of dairy and poultry farms.

For hardware, paint, seed or drug dealer has Carbola, or can get it, if not, order direct.

Satisfaction or money back.

10 lbs. (10 gals.) \$1.25 & postage  
20 lbs. (20 gals.) \$2.50 delivered  
50 lbs. (50 gals.) \$6.25 delivered  
200 lbs. (200 gals.) \$18.00 delivered

Trial package and booklet 30c.

Add 15% for Texas and Rocky Mt. States

CARBOLA CHEMICAL CO., Inc.  
Dept. W Long Island City, N.Y.



A battery recharged here is one charged properly—for it is constantly under competent observation when it is "on the line" and exacting care is taken to prevent overcharging or any other injury.

Your battery lasts longest when we handle it.

OUR SERVICE is unbiased and dependable.

### Pusey & Young Storage Battery Station

WEST CHESTER, PA. COATESVILLE, PA.

There were no spectacular price changes in butter during September, rather a healthy upward movement. Ninety-two score solid packed creamy butter, New York City was quoted at 38½ cents a pound at the opening of the month and advanced gradually closing the month at 44 cents a pound.

Condensed and evaporated milk have firmed up somewhat during the month, particularly freshly packed goods. Stocks on hand are materially lower than at this time last year. We are advised that the total stocks in storage represent but 35 per cent of that of a year ago.

The bulk of the buying has been in moderate lots. There has been no export trade worth mentioning.

Quotations for sweetened condensed, miscellaneous brands, at the close of September ranged from \$5.00 to \$5.25 per case, with miscellaneous brands of evaporated, fresh packed, at \$4.00 to \$4.10 per case.

## THE FARMER AND THE TARIFF

After a long period of consideration, with hearings before legislative committees and lengthy arguments on the floors of Congress a tariff bill has become a law in which at least the farmer has been given a fair share of consideration.

Not that it is believed that everyone will be satisfied. They will not. In a great country like the United States, even the farmers in different sections have ideas that are not always in accord. Conditions vary as to main crops and markets. It is believed, however, that the interests of the farmer on the whole are more adequately taken care of in the bill which recently became a law than ever before.

Much of this must be credited to the co-operative efforts, all along the line, by which the actual needs of agriculture, in the way of a protective tariff were developed and brought to the attention of Congress. Farmers' organizations, both national, state and local, pulled consistently together with a common unselfish viewpoint, to show the Payne-Aldrich and Underwood bills:

	Payne-Aldrich	Underwood
Milk, fresh	2½ gallon	1 gallon
Buttermilk	none	none
"Cream	5c gallon	free
Milk, condensed or evaporated sweetened	1½ pound	free
Milk, condensed or evaporated unsweetened	1c pound	free
Whole Milk Powder	3c	free
Cream Powder	7c	free
Skinned Milk Powder	1½c	free
Compounds or Substitutes of Milk or Cream	20% ad. valorem	
Butter, oleomargarine and other butter substitutes	8c pound	2½c pound
Cheese and substitutes	5c pound	20 per cent. free
Eggs of poultry in the shell	5c dozen	5c dozen
Poultry, alive	3c pound	1c pound
Poultry, dead	6c pound	2c pound
Wheat	78c per bushel	25 per cent. free
Wheat flour	78c per cwt.	15c bushel
Corn	15c bushel	40c per cwt.
Corn meal	15c bushel	15c bushel
Oats	15c bushel	6c bushel
Oatmeal, rolled oats, etc.	80c per cwt.	30c per cwt.
Rye	15c per bushel	10c bushel
Barley	20c per bushel	90c bushel
Apples	25c bushel	25c bushel
Cocoon meat, shredded	8½c pound	2c pound
Peanuts, unshelled	8c pound	1c pound
Peanuts, shelled	4c pound	1c pound
Potatoes (Irish)	50c per cwt.	25c per cwt.
Hay	84 per ton	\$4 per ton
Onions	1c pound	40c bushel
Cattle	1½ to 2c pound	\$2 per head to 27½ per cent. ad. val.
Sheep and goats	\$2 a head	75c to \$1.50 per head
Hogs	3c pound	\$1.50 per head
Fresh pork	3c pound	1½c pound
Bacon, hams, and shoulders	2c pound	4c pound
Lard	1c pound	1½c pound
Lard substitutes	4c pound	no provision
Cocoon oil	2c pound	free
Cottonseed oil	3c pound	free
Peanut oil	4c pound	free
Soya bean oil	2½c pound	free
Shovels, scythes and sickles	30 per cent	45 per cent.
Raw wool	3½c pound	33c pound
Sugar	2.20c pound	1.68c pound

\*Provided that fresh or sour milk containing more than 7 per centum of butterfat shall be dutiable as cream, and cream containing more than 45 per centum of butterfat shall be dutiable as butter.

### USE MANURE AS MADE TO GET BEST VALUE

#### NEW FIELD MAN

Ralph Zollers, Gilbertsville, Pa., has become associated with the Inter-State Milk Producers Association as field man, taking the place of Newton S. Gottshall, who is no longer connected with the association. Mr. Zollers operates a farm in Montgomery county, on which a dairy is maintained, and is active in agricultural affairs in his community.

Why lime the soil? Because it corrects soil acidity and enables clover, alfalfa, and other legumes to grow better.

### DRINK MILK EVERYBODY

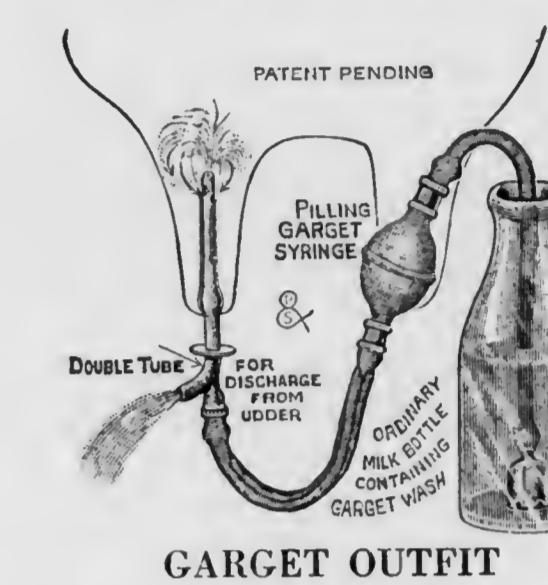
Equipment to handle milk



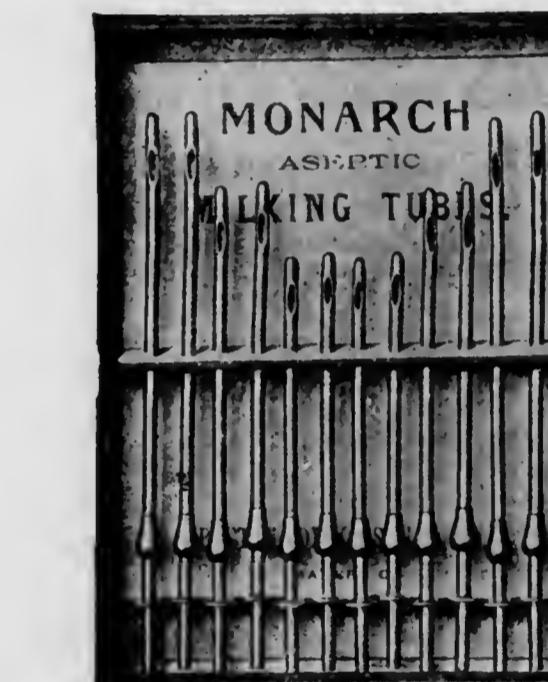
from cow to consumer

## The Bestov Calendar

### Headquarters for Cattle INSTRUMENTS



THE cost of a few cattle instruments may be sufficient to save the loss of one of your valuable cows. Necessity compels you to be your own veterinarian at times. Have the proper equipment to do the work right. Invest a few dollars in reliable cattle instruments.



We particularly recommend a set of assorted instruments, but we have a complete line of such articles, from which you may make any desired selection.

Consult our catalogs and price sheets; or, write, telephone or call for full information, not only regarding our cattle instruments, but any dairy equipment.

Brushes  
Bottles  
Cans  
Caps  
Pails

Sterilizer  
Washing Powder  
Separators

SET OF ASSORTED INSTRUMENTS

Cherry-Bassett-Winner Company

Succeeding Phila. Farmers and Dairymens Supply Co.

1918 Market St.

PHILADELPHIA

Bell Telephone  
Locust  
1018

Next to  
Stanley  
Theatre



Healthy, Pure-Bred  
Foundation Stock

# CHESTER COUNTY

"THE COUNTY THAT COUNTS"

Healthy, Pure-Bred  
Foundation Stock

## Jerseys

Financial Sensation  
153793

"The Best Bred Bull in  
the World"

Heads the Herd at  
Greystone  
Jersey Farm  
West Chester, Pa.

The Greystone herd is one of  
the greatest Jersey herds in  
America and, in the line-breeding  
of the Financial King strain of  
Jerseys, are making great strides,  
both in type and production.

Tie up with the Greystone herd  
with a son of Financial Sensation,  
the \$60,000 sire.

## Holsteins

Towns End  
Farms

Home of the Long Distance Bull

King Pietertje  
Ormsby Piebe 17th  
No. 294184

His Four Nearest Dams Average:

Butter—1 yr.—1123 lbs.

Milk—1 yr.—24185 lbs.

Bull Calves for Sale at Farmers'  
Prices

Also a few Heifers and A. R. O.  
Cows bred to K. P. O. P. 17th

Approved Cows Taken for Service

E. P. ALLINSON  
WEST CHESTER, PA.

ACCREDITED HERD

## Ayrshires

Westtown  
School Farm

WESTTOWN, PA.

Our herd is headed by two  
splendid young bulls.

PENSHURST SANDY

Prize winner at National Dairy  
Show 1921. A son of Netherton  
Statesman Imported and grandson  
of The Champion of Scotland Brae  
Rising Sun.

BARON'S ITHAN OF  
WESTTOWN

Son of Baron's Best of Bargenoch  
Imported, one of the ten highest  
producing bulls of the breed.

FOR SALE

Grandsons of Baron's Best of  
Bargenoch Imported from  
high producing officially  
tested cows.

Federal Tuberculin Tested

  
HOLSTEIN MILK  
Health Vitality Nutrition

Crystal Farm

Accredited Herd No. 20784

Senior Sire—

WINTERTHUR JOHANNA  
PRILLY SEGIS 206498

Our Junior Sire is 50% of  
King of the Ormsby's.

At 11 months he was made  
Grand Champion Bull at  
Chester County Fair.

Cows advertised last month  
are sold. We now offer  
some bred heifers

Charles J. Garrett  
West Chester, Pa.

## Ayrshires

Pleasant View  
Farm Guernseys

SR. HERD SIRE

Itchen Gold Raider of Maplehurst  
No. 47166

Sire—Imp. Itchen Gold Raider,  
No. 25040 A. R.

Dam—Imp. Dewdrop III of the Wall,  
No. (35221), A. R. No. (3717)

Record  
9780.20 lbs. milk, 519.30 lbs. fat

Class leader when record was made

JR. HERD SIRE

Langwater Royal 23rd, No. 58042

Sire—Langwater Royal,  
No. 14253 A. R.

Dam—Imp. Sequel's Daisy of the  
Manor, No. (3123), A. R. No. (2322)

Records  
10481.80 lbs. milk, 461.93 lbs. fat  
Class G

12209.60 lbs. milk, 503.67 lbs. fat  
Class E

Bulls and bull calves sired by above  
bulls out of May-Rose and Glenwood  
Dams for sale.

Herd under Federal Supervision

James Deubler's Sons

Berwyn, Pa.

ACCREDITED HERD

## Jerseys

### BULLS

A Few Choice  
Heifers

from

A. R. O. Cows

sired by

Financial Satin Noble

\$100 and Up

80 to Pick From

HIGHLAND FARMS

West Chester, Pa.

ACCREDITED HERD

Boost Your  
Sales

THIS SPACE  
FOR SALE

Write  
The Milk Producers  
Review

721 Head Building  
Philadelphia

FOR SPECIAL OFFER

## Ayrshires

CONSTITUTION QUANTITY  
CONFORMATION QUALITY

Breeders of Bloomer's Queen,  
4-yr.-old, 21820 lbs. milk, 1005  
lbs. butter.

We sold 12 heifers in 1920 which  
averaged 12178 lbs. milk with first  
calf.

The Champion Jr., 3 yrs. old,  
who produced 16448 lbs. milk, 650  
lbs. fat.

We offer 10 cows, 20 heifers and  
bulls which will increase the pro-  
duction of milk and fat.

FARMERS PRICES

James Deubler's Sons

Berwyn, Pa.

ACCREDITED HERD

October, 1922

## PROPAGANDA FAVORING ILLED MILK

For months past the filled milk inter-  
ests have fought the Voigt Bill (H. R.  
8086). There was a drive against it  
when it was being considered by the  
House Committee on Agriculture and  
also before it came up in the House for  
a vote.

That their efforts were without result  
and that they could not prove that milk  
compounds were for the best welfare for  
the American nation was evidenced in  
the vote of the House. The bill was  
passed with a vote of 250 to 40.

Since the Voigt Bill passed the House  
and has been under consideration by the  
Senate Committee on Agriculture, manu-  
facturers of filled milk have made even  
stronger efforts to get over propaganda  
in their interests, and with a purpose of  
defeating the bill.

A total of eighteen pages of printed  
matter, we are informed, is being sent  
by their publicity agents to editors of  
the daily and weekly press, urging that  
editorials be run in their behalf and  
against the welfare of the nation and the  
interests of the producers of milk and  
dairy products.

Those favoring the passage of legisla-  
tion, state and national, have played  
fair, open and above board and have es-  
tablished the fact that filled skim milk  
compounds have been fraudulently sold,  
have been used for whole milk, have  
been fed babies and children and that  
they do not have the full nourishing  
qualities of whole milk. No editor who  
is familiar with the facts, and they are  
available in the printed records of the  
House and Senate Agricultural Com-  
mittee hearings should be swayed by the  
propaganda methods of the filled milk  
interests.

## RURAL SOCIOLOGY

As a reference book for farmers who  
want to get a comprehensive viewpoint  
with regard to rural problems, the new  
book on Rural Sociology by Dr. Gillette,  
of the North Dakota State University,  
is well worth while.

Dr. Gillette explains that any social  
study of rural life in a country or com-  
munity must include a complete examina-  
tion of all the economic factors and  
movements that bear upon the group and  
the part dealing with farm management  
and organization marketing.

Leaders in our co-operative move-  
ments need all the information obtain-  
able in establishing wise policies for their  
organizations. We must learn more  
about the experiences of others so as to  
avoid mistakes and make our own suc-  
cesses.

The book is a careful digest of the  
present day knowledge and thought,  
pointing out such sound economic and  
social principles as have already been  
established in the comparatively new  
study of Rural Sociology.

The book is from the press of the  
MacMillan Company, New York City.

## PENNSYLVANIA FARM PRODUCTS SHOW

It has been announced by the Bureau  
of Statistics show that the farmers of  
Pennsylvania Department of Agriculture that  
suitable quarters to house the Seventh  
Annual State Farm Products Show which  
will be held in Harrisburg the last week  
in January, 1923, have been acquired.

A poultry show, the first ever at-  
tempted in connection with the Farm  
Products Show, will be held this year  
under the immediate supervision of the  
Pennsylvania State Poultry Association.

## MILK PRODUCERS REVIEW

## CHESTER CO. HOLSTEIN ASSOCIATION FIELD DAY AND BANQUET

The Chester County Holstein Associa-  
tion will have a field day and banquet  
on October 28th. The field day will be held  
on the Towns End Farm of E. P. Allinson,  
West Chester, Pa.

Dr. Thomas, of State College, as well  
as a number of officials of the State Hol-  
stein Association and prominent breeders  
will attend the banquet.

In connection with the Field Day ex-  
ercises there will be offered as prizes in  
a boys' judging contest, three young  
heifers.

It is also proposed to present to the  
Pennsylvania State College, one of the  
best Holstein cows in the county, show-  
ing individuality and type.

The prize heifers will be donated by  
Messrs. E. P. Allinson, F. C. Brinton,  
Jr., and Mr. Frank A. Keen.

Since the Voigt Bill passed the House  
and has been under consideration by the  
Senate Committee on Agriculture, manu-  
facturers of filled milk have made even  
stronger efforts to get over propaganda  
in their interests, and with a purpose of  
defeating the bill.

A total of eighteen pages of printed  
matter, we are informed, is being sent  
by their publicity agents to editors of  
the daily and weekly press, urging that  
editorials be run in their behalf and  
against the welfare of the nation and the  
interests of the producers of milk and  
dairy products.

Those favoring the passage of legisla-  
tion, state and national, have played  
fair, open and above board and have es-  
tablished the fact that filled skim milk  
compounds have been fraudulently sold,  
have been used for whole milk, have  
been fed babies and children and that  
they do not have the full nourishing  
qualities of whole milk. No editor who  
is familiar with the facts, and they are  
available in the printed records of the  
House and Senate Agricultural Com-  
mittee hearings should be swayed by the  
propaganda methods of the filled milk  
interests.

## HEREFORDS IN THE EAST

The Hereford Association records  
show a steady march of Herefords east-  
ward. Farmers and breeders in the New  
England and Atlantic states are awaken-  
ing to the opportunities for profit in the  
production of pure bred beef cattle.

An increasing demand for purebred  
beef cattle in the east and New England  
has evidenced itself.

Eastern herds are being enlarged and  
improved by the addition of outstanding  
Herefords from Western and Middle-  
Western herds. The latest purchase of  
national interest is the acquisition by the  
Buck and Doe Run Farms, of the E.  
S. Moser herd at Olatho, Kansas. The  
purchase was made in the name of the  
Delaware Land and Development Com-  
pany, which operates a 2000-acre farm  
at Buck Run, Pa., twenty miles from  
Wilmington, Del.

The late E. S. Moser spent three  
years in building up his herd, which in-  
cluded eighty head at the time of sale.  
Under Mr. Moser's management the herd  
won notable prizes at the American  
Royal and International. It produced  
bulls which sold at from \$1,000 to  
\$15,000.

The book is a careful digest of the  
present day knowledge and thought,  
pointing out such sound economic and  
social principles as have already been  
established in the comparatively new  
study of Rural Sociology.

The book is from the press of the  
MacMillan Company, New York City.

## PENNSYLVANIA FARM PRODUCTS SHOW

Information gathered by the Bureau  
of Statistics show that the farmers of  
Pennsylvania Department of Agriculture that  
suitable quarters to house the Seventh  
Annual State Farm Products Show which  
will be held in Harrisburg the last week  
in January, 1923, have been acquired.

A poultry show, the first ever at-  
tempted in connection with the Farm  
Products Show, will be held this year  
under the immediate supervision of the  
Pennsylvania State Poultry Association.

Every farm should have its own ice  
supply; and ice is a crop which can be  
harvested when other work is slack.



NICE  
TRADE  
MARK  
The Name to go by  
When You Go to Buy

## Paints and Varnishes

Ask your dealer or write us direct. Booklet "Paint Pointers" FREE. Contains  
valuable information on all paint subjects

EUGENE E. NICE CO. Philadelphia

LET US  
DESIGN  
YOUR  
STATIONERY

HORACE F. TEMPLE  
PRINTER

BELL PHONE NO. 1 WEST CHESTER, PA.

## THE DAIRY LABORATORIES

# MORE MILK from YOUR COWS

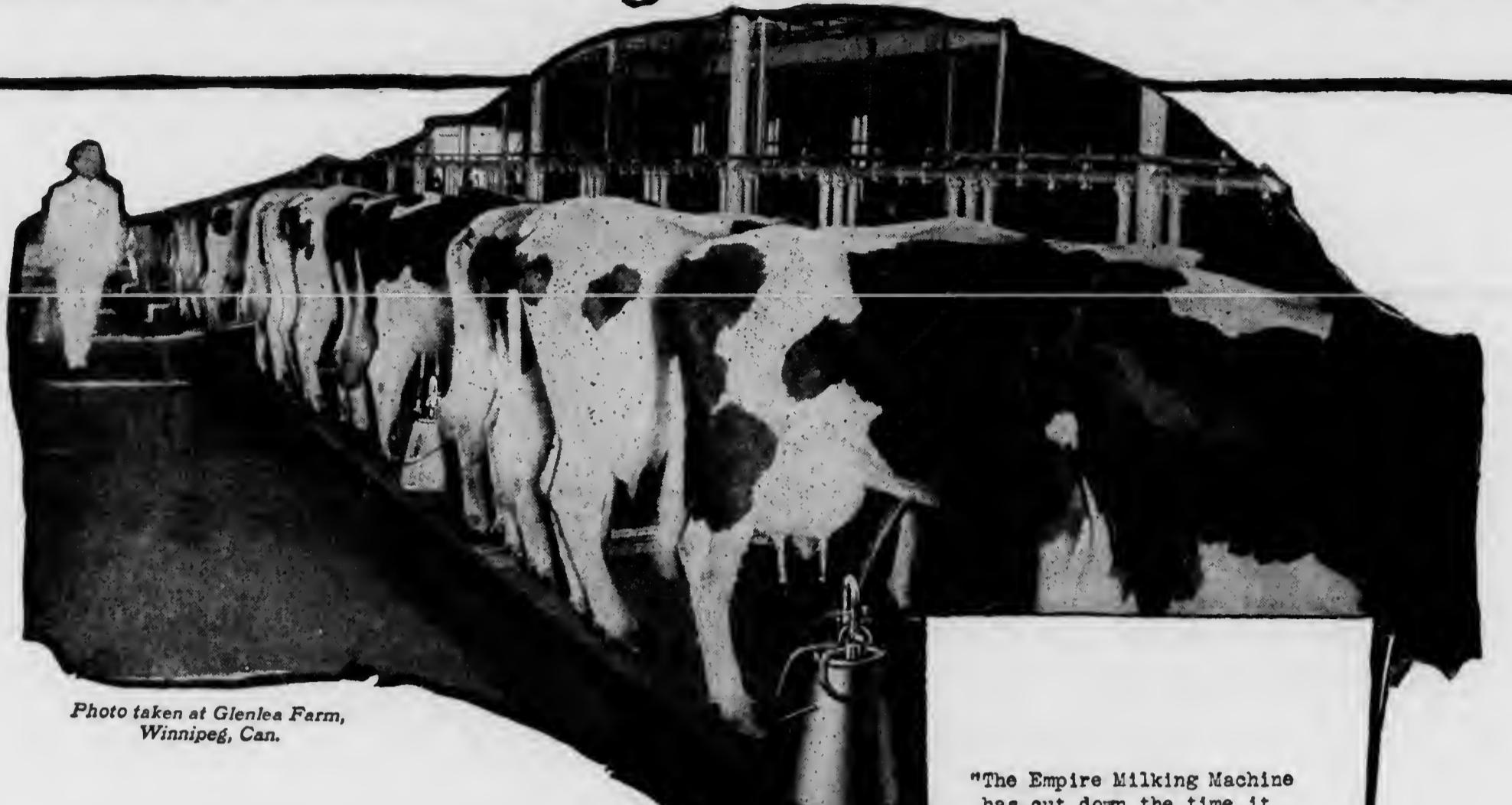


Photo taken at Glenlea Farm, Winnipeg, Can.

*Users of  
Empire Milking Machines  
report increased milk  
production*

**N**INE gallons more milk a day than by-hand milking—that is the record of Van W. Nail's Empire Milker. An average increase of 3.31 pounds per day from one cow and similar increases from the others of his registered Holstein herd is recorded by Walter Zeller of Delavan, Wis., with the Empire. He says: "The Empire Milker produced a larger flow of milk than I was able to obtain by hand milking."

The letter printed above from Mr. Nail is but a sample of hundreds of proofs showing

that the Empire greatly increases milk production. The Empire Milking Machine sold with its famous four year *guarantee* on the pulsator not only increases production of milk, but cuts labor costs from 35% to 50%. It begins paying for itself immediately and brings in new profits every day.

The Empire is now selling at the lowest price since it was first placed on the market more than a decade ago.

It is a money making machine for every farmer who has six or more cows. Find out how much you can save by installing the Empire on your farm. Write for catalog 50M today.

**EMPIRE CREAM SEPARATOR COMPANY, Bloomfield, N. J.**

Elgin, Ill.

San Francisco, Cal.

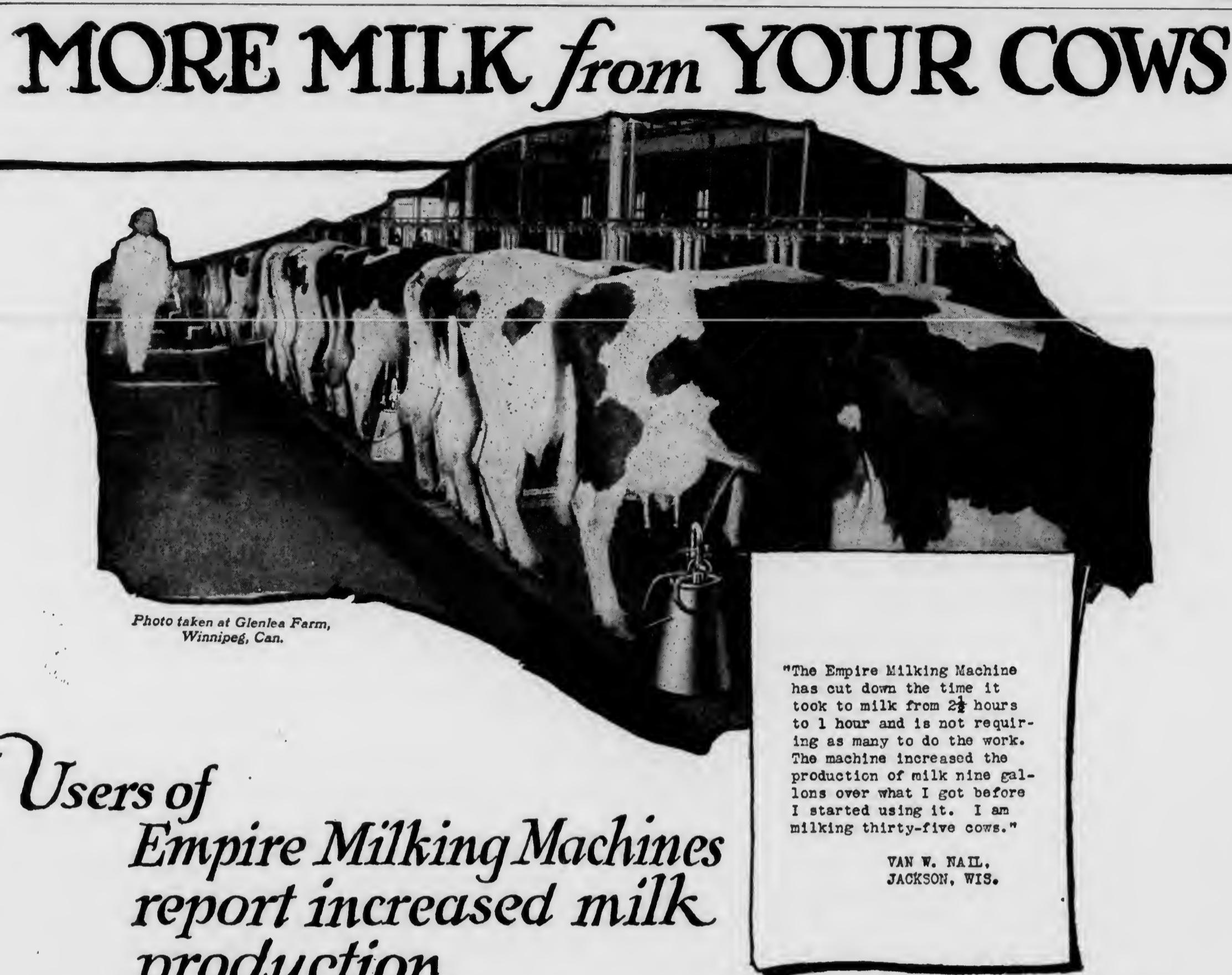
Toronto, Can.

Also manufacturers of the Separator with the  
Million Dollar Bowl

# EMPIRE Milking Machines

"The Empire Milking Machine has cut down the time it took to milk from 2½ hours to 1 hour and is not requiring as many to do the work. The machine increased the production of milk nine gallons over what I got before I started using it. I am milking thirty-five cows."

VAN W. NAIL,  
JACKSON, WIS.



# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE

PRODUCERS ASSOCIATION, Inc.

VOLUME III

WEST CHESTER, PA., AND PHILADELPHIA, PA., NOVEMBER, 1922

NUMBER 7

## DAIRY INDUSTRY OF PENNA. AND THE STATE COLLEGE

BY DR. JOHN M. THOMAS  
President, The Pennsylvania State College

The average milk production of the cows of Pennsylvania, according to the last census, was 464 gallons, which is equivalent to 3990 pounds, or a little less than two tons. Five cows on the farm of The Pennsylvania State College, just completing a record averaged 9.3 tons of milk for the past year. It costs but little more to keep a cow that will produce nine tons of milk than it does to keep one that will produce two; and it is certain that the present number of cows in Pennsylvania could produce three or four times as much milk as they do at the present time. It is apparent, then, that an alteration of the conditions of milk production will alter the produc-

increase of 76,000,000 pounds of fat for the 1,000,000 cows of the State. At forty cents a pound for the fat, this would mean an added income of \$30,000,000 a year to the dairymen of the State.

But it is not through the cow-testing associations alone that the dairy industry in Pennsylvania has been benefited by extension and experimental work carried on by the Pennsylvania State College in co-operation with the farmers of Pennsylvania. Twenty-one bull associations, owning 105 bulls of outstanding value, have done much toward raising the quality of the herds on the farms of the State.

Several carloads of purebred dairy

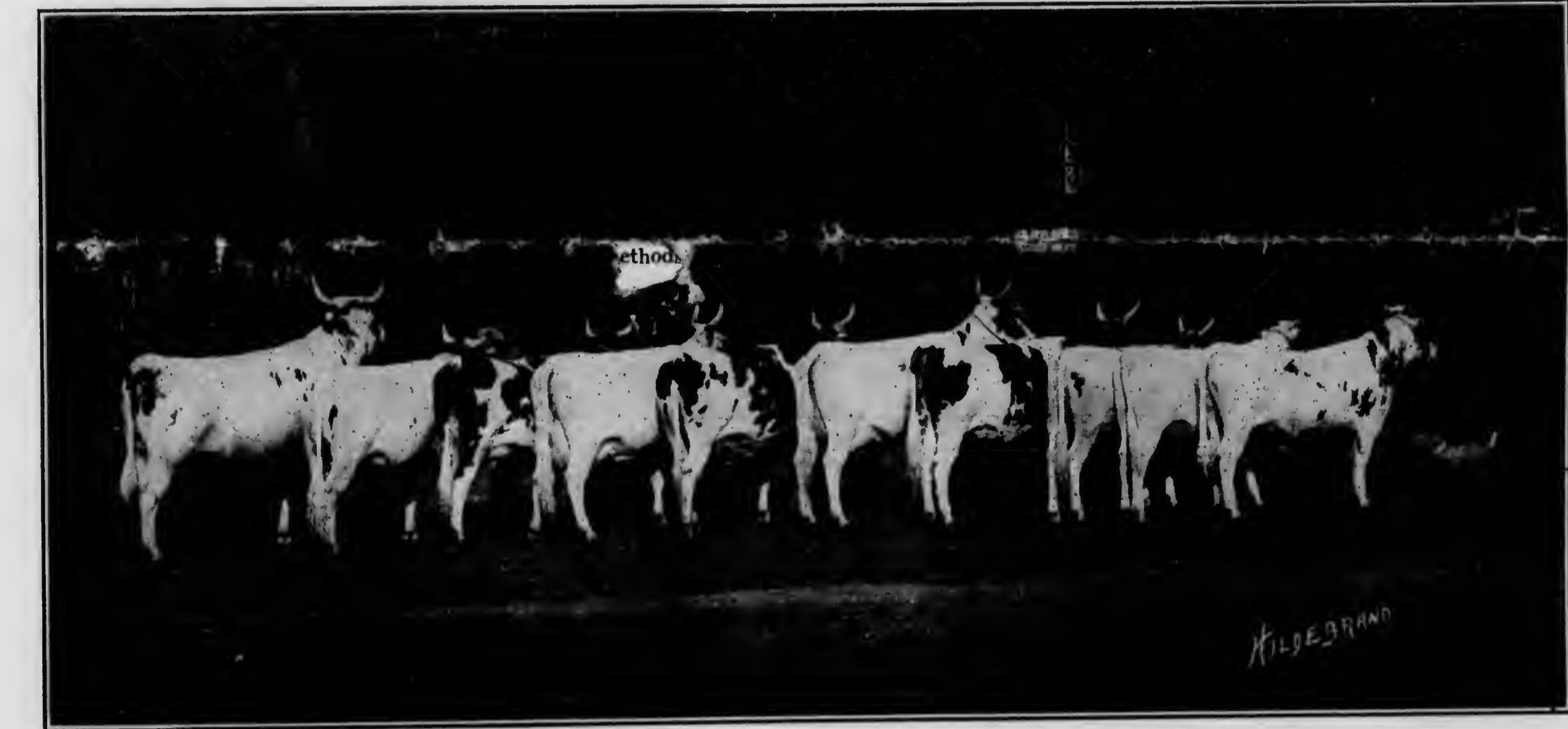
duct of the business of the organization. You are entitled to vote for them and should exercise that privilege at the annual meeting.

In the formal notice of this annual meeting on page 7, of this issue of the "Milk Producers Review," you will find at the bottom of the page a proxy form, which you may, if you cannot yourself attend, fill out, authorizing some one to act for you. Secretaries of your local have also been provided with additional copies of proxies.

The following communication has been sent presidents and secretaries of all locals of the Association, urging meetings for the selection of delegates.

## INTERSTATE MILK PRODUCERS ASS'N SIXTH ANNUAL MEETING

ANNUAL ELECTION  
COMPLETE OUTLINE OF THE PROGRAM



PENNSYLVANIA STATE AYRSHIRE HERD  
Winner in State Herd Class, National Dairy Exposition

tion, and the ideal alteration of those conditions will favorably effect the produc-

The co-operative cow-testing associations, which have been organized by the extension workers of Penn State, have succeeded in doing much toward the alteration of these conditions. They have offered the opportunity of replacing the herd with higher producing animals, and they have brought about an increase in the average production per cow in practically every case where the association has been kept running for a number of years. One association put into operation four years ago has shown an increase of 1,234 pounds of milk and 76 pounds of fat.

But there is a great deal more to be done. Pennsylvania's dairy industry is in a stronger position today than ever. Pennsylvania has been raised from twenty-sixth to thirteenth place in agriculture in ten years. If the advance is to be continued, we must have in this state a still greater school of agriculture. That means that we should have a strong state university like those of

(Continued on page 6)

cattle have been imported and widely distributed over the farms of Pennsylvania, and these have shown the value of purebreds over grades from the stand-

point of production. Feeding, judging, and junior dairy cattle and milk testing clubs have also occupied the extension workers and dairy specialists of the School of Agriculture of the Pennsylvania State College and have done much toward increasing the average production of milk per cow and the improvement of that milk.

But there is a great deal more to be done. Pennsylvania's dairy industry is in a stronger position today than ever. Pennsylvania has been raised from twenty-sixth to thirteenth place in agriculture in ten years. If the advance is to be continued, we must have in this state a still greater school of agriculture. That means that we should have a strong state university like those of

attend and participate in the business before the meeting.

Here will be presented the reports of

your officers and directors. Here will

be discussed the work of the past year

and plans discussed and formulated for

the coming year.

At this meeting will be elected di-

rectors to serve for three years.

The directors whose terms expire are

as follows:

R. L. Tussey, Blair county, Pa.

H. I. Lauver, Juniata county, Pa.

H. B. Stewart, Huntingdon county, Pa.

A. B. Waddington, Salem county, N. J.

Wm. D. Cowperthwaite, Burlington

county, N. J.

E. R. Pennington, Kent county, Md.

E. N. James, representing Cecil county, Md.

Your board of directors from the vari-

ous sections of the territory represent

directly the membership of the associa-

tion. They outline the policy and con-

October 28, 1922.

Dear Sirs:—

I wish to add a few lines to the letter sent you by Mr. Balderston, a week ago, encouraging you to hold a meeting of your local as soon as possible, between this time and the annual meeting and to stir up interest in your local and also add at least five new members, so that we may reach the desired number of 18,000 before December.

No doubt we will be able to furnish you speakers at these meetings, if you arrange for same at once. Just who we can send I cannot state but we have Messrs. Twining, Zollers, Shangle and myself, who are willing to attend as many meetings as possible and help with the work.

We are sending you a few proxies for presentation at the annual meeting, which you can use for those members who do not receive the Review, in which

(Continued on page 8)



## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.

F. P. Willis, Managing Editor  
A. A. Miller, Editor and Advertising Mgr.  
Published Monthly by the Inter-State Milk Producers Association, Inc.

Business Offices  
24 E. Market St., West Chester, Pa.  
720-1-2-3 Head Bldg., Philadelphia, Pa.

Editorial Office  
720-722 Head Bldg., Philadelphia, Pa.  
Bell Phone Locust 5391, Locust 5392  
Keystone, Race 6879

Printed by Horace F. Temple  
West Chester, Pa.

Subscription Price  
50 cents a year in advance  
Advertising rates on application

Officers and Directors  
Inter-State Milk Producers Association  
President, H. D. Allebach  
Vice President, Frederick Shangle  
Secretary, R. W. Balderston  
Treasurer, Robert F. Brinton  
J. H. Benedict, F. P. Willis  
H. D. Allebach, F. O. Ware  
W. D. Copperthwaite, Albert Sarig  
E. R. Pennington, E. H. Danner  
F. M. Twining, R. L. Danner  
J. W. Book, H. I. Lauver  
A. B. Waddington, J. A. Poorbaugh  
A. R. Marvel, S. Blaine Lehman  
J. Brady Smith, Harry B. Stewart

Entered as second-class matter, June 8, 1920, at the post office at West Chester, Pennsylvania, under the Act of March 3, 1879.

### Editorial



The actual relation of the dairyman to his co-operative self-help organization, be it a bargaining or marketing proposition, is frequently given but little consideration.

This is a condition that should not exist. Every co-operator should willingly give every effort to carry out the principles of his co-operative organization, not only for his own best interest but for the benefit of all.

Too many consider that when they have "signed here" that they have performed their full obligation and that their troubles and woes will disappear over night, but such is not the case. True co-operation brings wonderful results but only in so far as the co-operators cooperate.

See to it Mr. Co-operator that your neighbors adopt the same methods, observe the same care in the production of his farm and dairy products—that it is for his individual benefit as well as yours.

Perfect co-operation will yield better products. Proper grading and production methods yield better markets and better markets yield better returns.

### LADIES' ENTERTAINMENT ANNUAL BANQUET

The committee in charge of the entertainment for the ladies attending the annual meeting wish to extend a cordial welcome to all attending the meeting.

A section of the Roof Garden at the Adelphi Hotel will be used as Ladies Headquarters, where all the ladies may gather and become acquainted.

Farm products generally are sold on a basis of grade. The higher the grade the more stable the market and the greater the return to the producer.

A few poor or speckled apples in a barrel reduces the grade and consequent selling price of the whole barrel. A few rotten or poor potatoes in a bag reduces the value of the entire lot. Also mixing of milk improperly cared for with that that is in good condition reduces the value of the entire lot from the consumers standpoint and results in decreased consumption and consequent depression in the market.

Make your plans to be with us.

Mrs. Robert F. Brinton

Mrs. Frank M. Twining

Mrs. Robert Balderston

Mrs. A. B. Waddington

Mrs. H. D. Allebach

Committee

### MILK PRODUCERS REVIEW

November, 1922

### MEETINGS OF LOCALS

Every local of the Inter-State Milk Producers Association should have at least one delegate to the annual meeting of the Association on December 4th and 5th, at the Adelphi Hotel, Thirteenth and Chestnut Sts., Philadelphia, Pa.

To obtain the fullest measure of success therefore, every co-operator should not only do his part but should use every effort to induce those not already co-operating to participate in the movement and bring about the best possible return for their product.

But those who cannot attend should see to it that they are represented.

Presidents and secretaries of every local have been notified to hold meetings of their locals and elect a delegate to attend the annual meeting.

One delegate from every local, having at least 25 regular shippers of milk, will have transportation charges to the meeting paid for by the Association. All that he requires is proper certification as a delegate by the officers of his local.

Following these addresses a motion picture film "Fair Acres" was shown. This is the latest new film prepared under the direction of the Inter-State Dairy Council.

All the speakers of the evening emphasized in their addresses the importance of producing a good grade of milk, of keeping cows of high individual production and of co-operation in marketing.

The meetings were voted the most successful ever held in the interest of dairying in the Kennett Square district.

### SIXTH ANNUAL MEETING HOTEL ACCOMMODATIONS

#### HEADQUARTERS HOTEL

Adelphi Hotel, 13th and Chestnut Streets  
Single room, with bath, \$4.50, \$5.00,  
\$6.00 per day.

Double room, two beds, with bath, \$8.00  
and \$9.00 per day.

Hotel Walton, Broad and Locust Streets,  
9 blocks from Headquarters hotel  
Single room, with or without bath, \$3.00  
to \$5.00 per day.

Double room, with or without bath, \$5.00  
to \$7.00 per day.

Hotel Venable, 13th and Fibert Streets,

Single room, with bath, \$3.50 to \$5.00  
per day.

Double room, with bath, \$6.00 to \$8.00  
per day.

Hotel Franklin, 12th and Arch Streets,  
3 squares from headquarters

Single room, without bath, \$2.00 per  
day and up.

Single room, with bath, \$3.00 per day  
and up.

Double room, without bath, \$3.50 per  
day and up.

Double room, with bath, \$5.00 per day  
and up.

Double room, with bath, \$6.00 to \$8.00  
per day.

Double room, with bath, \$7.00 per day  
and up.

Double room, without bath, \$5.00 per day  
and up.

Double room, with bath, \$6.00 per day  
and up.

Double room, with bath, \$7.00 per day  
and up.

Double room, with bath, \$8.00 per day  
and up.

Double room, with bath, \$9.00 per day  
and up.

Double room, with bath, \$10.00 per day  
and up.

Double room, with bath, \$11.00 per day  
and up.

Double room, with bath, \$12.00 per day  
and up.

Double room, with bath, \$13.00 per day  
and up.

Double room, with bath, \$14.00 per day  
and up.

Double room, with bath, \$15.00 per day  
and up.

Double room, with bath, \$16.00 per day  
and up.

Double room, with bath, \$17.00 per day  
and up.

Double room, with bath, \$18.00 per day  
and up.

Double room, with bath, \$19.00 per day  
and up.

Double room, with bath, \$20.00 per day  
and up.

Double room, with bath, \$21.00 per day  
and up.

Double room, with bath, \$22.00 per day  
and up.

Double room, with bath, \$23.00 per day  
and up.

Double room, with bath, \$24.00 per day  
and up.

Double room, with bath, \$25.00 per day  
and up.

Double room, with bath, \$26.00 per day  
and up.

Double room, with bath, \$27.00 per day  
and up.

Double room, with bath, \$28.00 per day  
and up.

Double room, with bath, \$29.00 per day  
and up.

Double room, with bath, \$30.00 per day  
and up.

Double room, with bath, \$31.00 per day  
and up.

Double room, with bath, \$32.00 per day  
and up.

Double room, with bath, \$33.00 per day  
and up.

Double room, with bath, \$34.00 per day  
and up.

Double room, with bath, \$35.00 per day  
and up.

Double room, with bath, \$36.00 per day  
and up.

Double room, with bath, \$37.00 per day  
and up.

Double room, with bath, \$38.00 per day  
and up.

Double room, with bath, \$39.00 per day  
and up.

Double room, with bath, \$40.00 per day  
and up.

Double room, with bath, \$41.00 per day  
and up.

Double room, with bath, \$42.00 per day  
and up.

Double room, with bath, \$43.00 per day  
and up.

Double room, with bath, \$44.00 per day  
and up.

Double room, with bath, \$45.00 per day  
and up.

Double room, with bath, \$46.00 per day  
and up.

Double room, with bath, \$47.00 per day  
and up.

Double room, with bath, \$48.00 per day  
and up.

Double room, with bath, \$49.00 per day  
and up.

Double room, with bath, \$50.00 per day  
and up.

Double room, with bath, \$51.00 per day  
and up.

Double room, with bath, \$52.00 per day  
and up.

Double room, with bath, \$53.00 per day  
and up.

Double room, with bath, \$54.00 per day  
and up.

Double room, with bath, \$55.00 per day  
and up.

Double room, with bath, \$56.00 per day  
and up.

Double room, with bath, \$57.00 per day  
and up.

Double room, with bath, \$58.00 per day  
and up.

Double room, with bath, \$59.00 per day  
and up.

Double room, with bath, \$60.00 per day  
and up.

Double room, with bath, \$61.00 per day  
and up.

Double room, with bath, \$62.00 per day  
and up.

Double room, with bath, \$63.00 per day  
and up.

Double room, with bath, \$64.00 per day  
and up.

Double room, with bath, \$65.00 per day  
and up.

Double room, with bath, \$66.00 per day  
and up.

Double room, with bath, \$67.00 per day  
and up.

Double room, with bath, \$68.00 per day  
and up.

Double room, with bath, \$69.00 per day  
and up.

Double room, with bath, \$70.00 per day  
and up.

Double room, with bath, \$71.00 per day  
and up.

Double room, with bath, \$72.00 per day  
and up.

Double room, with bath, \$73.00 per day  
and up.

Double room, with bath, \$74.00 per day  
and up.

Double room, with bath, \$75.00 per day  
and up.

Double room, with bath, \$76.00 per day  
and up.

Double room, with bath, \$77.00 per day  
and up.

Double room, with bath, \$78.00 per day  
and up.

Double room, with bath, \$79.00 per day  
and up.

Double room, with bath, \$80.00 per day  
and up.

Double room, with bath, \$81.00 per day  
and up.

Double room, with bath, \$82.00 per day  
and up.

Double room, with bath, \$83.00 per day  
and up.

Double room, with bath, \$84.00 per day  
and up.

Double room, with bath, \$85.00 per day  
and up.

Double room, with bath, \$86.00 per day  
and up.

Double room, with bath, \$87.00 per day  
and up.

Double room, with bath, \$

**Lewis Linseed Cake**

The compressed feed will keep your cows in good flesh and will increase the milk flow

**LINSEED CAKE MEAL**

Has the same Fat and Protein content as the Linseed Cake—but it is already ground.

We'll be glad to take you through our plant where these feeds are made. Write us if you are interested.

**John T. Lewis & Bros. Co.**



**NICE**

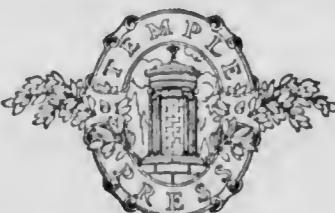
TRADE MARK  
The Name to go by  
When You Go to Buy

**Paints and Varnishes**

Ask your dealer or write us direct. Booklet "Paint Pointers" FREE. Contains valuable information on all paint subjects

**EUGENE E. NICE CO. Philadelphia**

LET US  
DESIGN  
YOUR  
STATIONERY



PEDIGREE  
CATALOGS  
OUR  
SPECIALTY

**HORACE F. TEMPLE  
PRINTER**

BELL PHONE NO. 1 WEST CHESTER, PA.

**Edeson Radio Phones**  
Adjustable Diaphragm Clearance

We guarantee satisfaction, or your money refunded. The adjustment feature places our phones in the class of the best in the world. Our sales plan eliminates dealer's profits and losses from bad debts, hence the low price. Best prices in town. Write for catalog. Free delivery. Double 1000 Ohm sets, \$1.99; 1500 Ohm single set, \$2.50. Circular free.

Edeson Phone Co. 6 Beach St. Dept. 42 Boston Mass.

**Better Than Whitewash**

**CARBOLA** A white paint and disinfectant. A white paint and disinfectant. Simply mix with water. In 5 minutes you have a smooth, flowing paint and disinfectant that is better than whitewash. Will not clog sprayer. Does not peeler flake. 1 Gal. covers 2,000 sq. ft. Used for years by leading nurseries, farms, houses and money. Ask your dealer, or send \$1.25 direct for 16 lbs. Add 25¢ for Rocky Mt. States. Carbola Chemical Co., 309 812 Avenue, Long Island City, N.Y.

**THE DAIRY INDUSTRY OF PENNA.**

By DR. JOHN M. THOMAS  
President Penna. State College

(CONTINUED FROM PAGE 1)

the South and West—a university devoted to farming the industrial, and the other public interests of the State. Pennsylvania will have a state university—an institution for 10,000 students to cap her public educational system—if our plans for the Pennsylvania State College are accomplished.

Penn State is, in all but name, already a university. With schools of agriculture, engineering, mining, Natural science, and liberal arts, and departments of home economics, military science and tactics, and physical education and athletics, it lacks little that the well known type of American university comprises. For some years is has given advanced degrees to men completing graduate work, and now for the first time it has a graduate school.

The present proposal does not contemplate the immediate construction of a plant to accommodate an undergraduate enrollment of 10,000 young men and women, but we do hope that as the result of the emergency building fund campaign for \$2,000,000 the State Legislature may be influenced to provide other facilities not included within that fund, for its State institution of higher learning.

Our immediate purpose is to raise a fund to provide necessary health, welfare, and residence buildings for the students. One of the first buildings to be constructed is to be a Penn State Hospital, the gift of the potato growers of Pennsylvania. This will have 30 beds, and all facilities of a medical and surgical institution to provide for the needs of 3,200 students. The potato growers have agreed to raise \$150,000 for this new hospital.

The other buildings that are to be built from the funds to be raised are residence groups for men and women, physical education buildings for both sexes, a Varsity Hall, and a student's union or social hall. The only dormitory for the young men at the college at the present time is the administration building, and this has been condemned as unsafe. There are to be ten residence groups, six for men and four for women. Eight of these groups will be provided by the campaign, one having already been provided for by the State Legislature. Each group will be composed of three separate units and will accommodate 100 persons.

The physical education buildings which will be among the largest of their kind in the country will give to Penn State material facilities commensurate with the important place that the physical welfare of the student occupies in the State College curriculum. The Armory, which at present is the only accommodation of this sort, was built at a time when the student population was but one tenth of its present total. The men's building will be over 400 feet long and will have facilities for at least 5,000 persons.

The physical education buildings which will be among the largest of their kind in the country will give to Penn State material facilities commensurate with the important place that the physical welfare of the student occupies in the State College curriculum. The Armory, which at present is the only accommodation of this sort, was built at a time when the student population was but one tenth of its present total. The men's building will be over 400 feet long and will have facilities for at least 5,000 persons.

For student meetings and for extracurricular activities a Penn State Union, or social hall, will be made out of Old Main. It will have dining rooms, a cafeteria, a library, a study hall, a theatre to seat 800, and other facilities of a club.

And finally, the fund will provide a Varsity Hall, to replace the present Track House. With bedrooms for 75

men, dining and living rooms, study quarters and library, this building will be the chief unit of the men's residence group.

For a half century Penn State has been a college supported by the State and the Federal governments. With no tuition fee to be paid by residents of Pennsylvania, the college has, in recent years, had more applicants than it could admit.

The recent legislature, as was pointed out in my inaugural address a year ago, was asked for \$2,885,000 for buildings urgently needed, a sum much too small, considering that we are ten years behind institutions in other states, but we received only \$250,000. To accept the result is to stand practically still for two years.

Can we afford, I ask, to say to the youth of this state, "If you had been born in Ohio or Wisconsin you might have attended a magnificent university provided by the state. If you were a citizen of Utah or Arizona, the state university doors would swing open to you. But you had the misfortune to be born in Pennsylvania, and Pennsylvania was too poor to follow the example of the twenty-three other states. I cannot believe that it is the will of the people of this great Commonwealth that such an answer should be returned to its ambitious youth."

We cannot be consistent in our democracy if we are to say to the boys and girls, "You may go through the elementary school at public expense and you may advance through the high school, but if you wish to go to college, you must pay a large tuition fee or beg for a scholarship at the hand of some wealthy benefactor."

The only right and American method is an institution which may be freely attended by the boy from the humblest home, and the boy who is born to privilege and opportunity. Pennsylvania should have its own State University.

**WHY MILK SOURS**

A million descendants in 24 hours! Thus does one bacterium perpetuate its kind and defeat race suicide, under favorable conditions of moisture and temperature. This accounts for milk souring so quickly in warm weather. To prevent milk from spoiling, keep it clean, cold and covered.

Succulent feed at this time of the year increases the dairy income. With the passing of good pasture, cows should receive such additional feed as will keep them up to the maximum flow of milk during the winter months when milk brings top prices.

**DIRECTORS MEETING**

The regular bi-monthly meeting of the Board of Directors of the Inter-State Milk Producers Association will be held at the organization headquarters, on Monday, November 18th for the transaction of general business.

Aunt Ada's Axioms: The mother who helps an infant mind and character develop is producing the world's greatest masterpiece.

**....OFFICIAL NOTICE....**

# SIXTH ANNUAL MEETING of the STOCKHOLDERS of the INTER-STATE MILK PRODUCERS' ASSN.

WILL BE HELD  
**Monday and Tuesday, Dec. 4th and 5th, 1922**  
**AT THE ADELPHIA HOTEL**  
**13th and Chestnut Streets, Philadelphia, Pa.**

In accordance with the By-Laws, the stockholders of the Inter-State Milk Producers Association will meet at the Adelphia Hotel, 13th and Chestnut Sts., Philadelphia, Pa., Monday, December 4th, 1922, at 10:00 A. M., for the purpose of filling vacancies in the Board of Directors, hearing reports of officers, and the transaction of such business as may be necessary.

**....PROPOSED PROGRAM....****MONDAY, DECEMBER 4th, 1922**

**10.00 a.m.** { Election of Directors, Reports of Secretary, Treasurer and Auditors. Discussion of General Market Conditions

**2.00 p.m.** { Address by President, H. D. ALLEBACH  
Address by MORRIS T. PHILLIPS  
Presentation of Inter-State Dairy Council Play General Discussion

**SPECIAL ENTERTAINMENT FOR THE LADIES****ANNUAL BANQUET**

Adelphia Hotel, Monday, December 4th, at 6.00 p. m.

You Don't Want to Miss this Banquet TICKETS \$2.50 Write the Secretary for Reservations

**GOOD SPEAKERS** **GOOD EATS** **GOOD MUSIC**  
Addresses by Prominent Speakers

**TUESDAY, DECEMBER 5th, 1922**

**8.00 a.m.** { Personally conducted visits to Local Milk Platforms, Large Distributing and Ice Cream Manufacturing Plants

**10.30 a.m.** { Concluding Business Session Address by Hon. ALVA AGEE, Sec. of Agriculture, New Jersey. Address by M. O. MAUGHN, Sec. National Dairy Council; other prominent speakers.

H. D. ALLEBACH, President R. W. BALDERSTON, Secretary

IF YOU CANNOT ATTEND, SIGN, DETACH THE FOLLOWING PROXY AND GIVE IT TO YOUR REPRESENTATIVE, OR SEND TO THE SECRETARY OR ANY OTHER OFFICER OF THE ASSOCIATION.

INTER-STATE MILK PRODUCERS' ASSOCIATION  
Incorporated 1907

Registered with  
Corporation Trust Company of America  
Wilmington, Delaware

**PROXY—Stockholders Meeting****Know All Men by These Presents,**

That I, the undersigned, being the owner of my true and lawful attorney in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Adelphia Hotel, 13th and Chestnut Sts., Philadelphia, Pennsylvania, on the Fourth day of December, 1922, and on such other day as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of the said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this  
day of 1922.

Witness: ..... (Seal) ..... (Seal)

ENCLOSE 10 CENTS IN STAMPS WITH PROXY FOR REVENUE TAX

**P. F. C. F.**  
**THE PUBLIC FORMULAE**  
 of  
**“P. F. C. F.” Dairy Feeds**

**Tell You What Your Feeding**

The P. F. C. F. gives you the exact Formula of every P. F. C. F. Feed. See published below our Formulae of our two Dairy Rations. Watch our add for Formulae on Poultry Feeds. You will find it on the tag attached to every bag.

These Formulae absolutely eliminate guesswork in your Feeding operations. They show you why these feeds are so palatable and explain the high digestible content. It is not what your cow eats, but what she digests that determines her milk flow. These rations have the unqualified endorsement of the leading Feed Experts of the country. Buy Open Formulae Feeds and get honest value for your money.

Don't forget Pennsylvania Farmers' Cooperative Federation, Inc., is your own Organization, not run for profit. When you buy through it, you are buying from yourself.

**P. F. C. F.**  
**20 Per Cent. Milk Maker**

Analysis	
Protein (Minimum)	20 Per Cent.
Fat (Minimum)	4.5 "
Carbohydrates (Minimum)	48 "
Fibre (Maximum)	9 "

*Ingredient Formula*

100 lbs. Corn Distillers' Grains	200 lbs. Corn Distillers' Grain
440 " Gluten Feed	500 " Gluten Feed
360 " Standard Wheat Bran	260 " Cottonseed Meal 43%
260 " Yellow Hominy	240 " O. P. Linseed Oil Meal
200 " Ground Oats	200 " Standard Wheat Bran
200 " Cane Molasses	160 " Yellow Hominy
160 " Cottonseed Meal 43%	100 " Standard Wheat Middlings
140 " Peanut Meal 40%	100 " Ground Oats
100 " O. P. Linseed Oil Meal	100 " Cane Molasses
29 " Salt	100 " Peanut Meal 40%
20 " Calcium Carbonate	20 " Salt
	20 " Calcium Carbonate

For prices see your Local Farmers Organization  
 or write

**P. F. C. F.**  
**24 Per Cent. Milk Maker**

Analysis	
Protein (Minimum)	24 Per Cent.
Fat (Minimum)	5 "
Carbohydrates (Minimum)	45 "
Fibre (Maximum)	9 "

*Ingredient Formula*

200 lbs. Corn Distillers' Grain	500 " Gluten Feed
260 " Cottonseed Meal 43%	260 " Standard Wheat Bran
240 " O. P. Linseed Oil Meal	200 " Ground Oats
160 " Yellow Hominy	160 " Cane Molasses
100 " Standard Wheat Middlings	100 " Peanut Meal 40%
100 " Ground Oats	100 " Salt
100 " Cane Molasses	20 " Calcium Carbonate

**Pennsylvania Farmers' Co-operative Federation,  
 Inc.**  
**HEED BUILDING**  
**PHILADELPHIA, PA.**

**SIXTH ANNUAL MEETING  
 INTER-STATE MILK  
 PRODUCERS' ASS'N**

(Continued from page 1)  
 a proxy will be printed, in time to have it filled out.

Do not forget to elect a delegate to attend the annual meeting in December, if you have twenty-five members, or more. The delegate will be entitled to transportation at the expense of the Association.

Hoping to hear that you have increased the membership at your local by at least five, we remain.

Very truly yours,  
 Inter-State Milk Producers Assn.

H. D. ALLEBACH,  
 President

**Meetings**

The sessions of the annual meeting will be held in the Roof Garden of the Adelphia Hotel. Here will be provided means for registration and a Bureau of Information.

The morning session on Monday, December 4th will be for members only and will be called to order promptly at 10 o'clock. The meeting will be given over

to the election of directors, reports of the auditors, the secretary and the treasurer and for the general discussion of market conditions. The afternoon session will also be executive in nature. The report of President Allebach and the Inter-State Dairy Council will be presented and an address—"The Greatest Need of the Farmer Today," will be made by M. T. Phillips.

Before the close of the afternoon session a demonstration of one of the Dairy Council plays, used in educational work in the schools will be presented.

**The Annual Banquet**

The annual banquet of the Inter-State Milk Producers Association will be held in the Banquet Room of the Adelphia Hotel, Monday evening, December 4th. Here the real spirit of good fellowship will prevail. There will be good eats, good speakers, good music and a general good time for all.

Tickets for the banquet will be at the usual price, \$2.50. Make your reservation early. You can make reservation through the secretary or purchase your ticket at the Bureau of Information the morning of the meeting. One thing is important,

be sure that you attend. You don't want to miss this. Bring your wife or your sweetheart along, they will enjoy it.

**Tuesday's Session**

Visits of inspection to various distributing plants in the city will be made early on Tuesday morning. Plans have also been made to visit some of the modern ice cream making plants. Here you will be able to see how the famous Philadelphia ice cream is made. The latest methods of pasteurizing and handling the milk supply of a large city can be observed in visiting the plants of the large distributors.

Register at the Bureau of Information early so that groups can be formed to visit the various plants.

**Tuesday Morning Meeting**

The regular session on Tuesday morning will be called to order at 10:30 o'clock, when the concluding business will be transacted and addresses made by Hon. Alva Agee, Secretary of Agriculture for New Jersey; M. O. Maughan, Secretary of the National Dairy Council, and other prominent speakers.

November, 1922

**DAIRY COUNCIL ACTIVITIES**

**Milk Service in Schools**

The serving of milk in the public schools has progressed by leaps and bounds during the past two months. So popular has the daily half-pint become and so many the problems surrounding its distribution that Dr. Broome, Superintendent of the Philadelphia Public Schools, gave to the Dairy Council the task of acting as a clearing house for the milk service.

Dr. Lyons, our nutrition worker finds that more than half the public schools of the city are now having the daily milk service, and that others are adopting the plan in such great numbers that it is difficult to give and up-to-the-minute report. In one week in October, however, more than 14,500 half pints were sold.

The rapid growth of milk service in the schools, we find, is directly due to the health education work. Those schools where the milk plays have been given are ordering the highest number of daily half pints per capita.

**Health Centre Work**

The health centres of the city, ten in number, in addition to a number of their branches, have been visited by our nutrition workers during the past few weeks. "David and the Good Health Elves," a story suitable either for children or parents, has been given at these health centres in answer to a request by Miss DePlanter, of the Child Federation. The health centres are a new field for our workers and hold possibilities for further work.

**National Conference of Workers**

Our local Dairy Council was represented at a Dairy Council Conference at the recent National Dairy Show at St. Paul and Minneapolis, by Mr. Balderston, Mr. Coker, Mr. Miller, Miss Macan, and Miss Keenan. Our two plays, "Making the World Fit" and "The Garden of Hours" were formally adopted by the National Dairy Council. The Garden of Hours was presented at the show and was warmly commended by all who saw it.

A number of other new educational features were approved by the National Council and will be used by our workers in their nutrition programs this winter.

"Healthland," a splendid health exhibit for the children in connection with the dairy show was handled by the National Dairy Council, and the big thing accomplished by it, outside of the entertaining and educational feature, was that the Dairy Council secured the co-operation of the nine leading health organizations throughout the country. In the past, the general public has been inclined to look upon the National Dairy Council as a commercial organization for the benefit of milk men only. Now, with the nine leading national health organizations co-operating, the Council program will be even more effective than it has in the past.

**ANNUAL MEETING  
 National Milk Producers Federation  
 Springfield, Mass.**

Plans have been completed for the sixth annual meeting of the National Milk Producers Federation, which will be held in the Municipal Auditorium, Springfield, Mass., November 9th and 10th, 1922.

The convention headquarters will be at the Kimball Hotel.

In addition to the transaction of general business many milk marketing problems will be discussed by authorities from many different sections of the United States.

November, 1922

MILK PRODUCERS REVIEW

**SHIFTING DAIRIES**

Very often there is too little consideration given to the fundamental marketing situation on the part of producers of milk in shifting from one milk buyer to another.

In an established market the buyer of milk for fluid consumption learns to depend upon his patrons for a regular source of supply.

Without a doubt the producer of milk has the right to dispose of his product how and where he will, but under established co-operative bargaining and marketing methods the movement of milk from one buyer to another, without cause frequently results in an unbalanced market.

Temporary inducements, monetary or otherwise, are not usually conducive to good business. Too frequently they result in a temporary market only, that is the producer, when the flush season arrives, finds himself without a market or at least a curtailed market, which means that some milk must be kept on the farm without adequate means of profitable use.

When identified with co-operative bargaining or marketing organizations, every producer should keep in touch with his

**FILLED MILK LEGISLATION**

Even though Congress has recessed, there has been no let up in the activities of those looking toward the favorable action of Congress in the reporting from committee and passage of the Voigt anti-filled milk bill H. R. 8086.

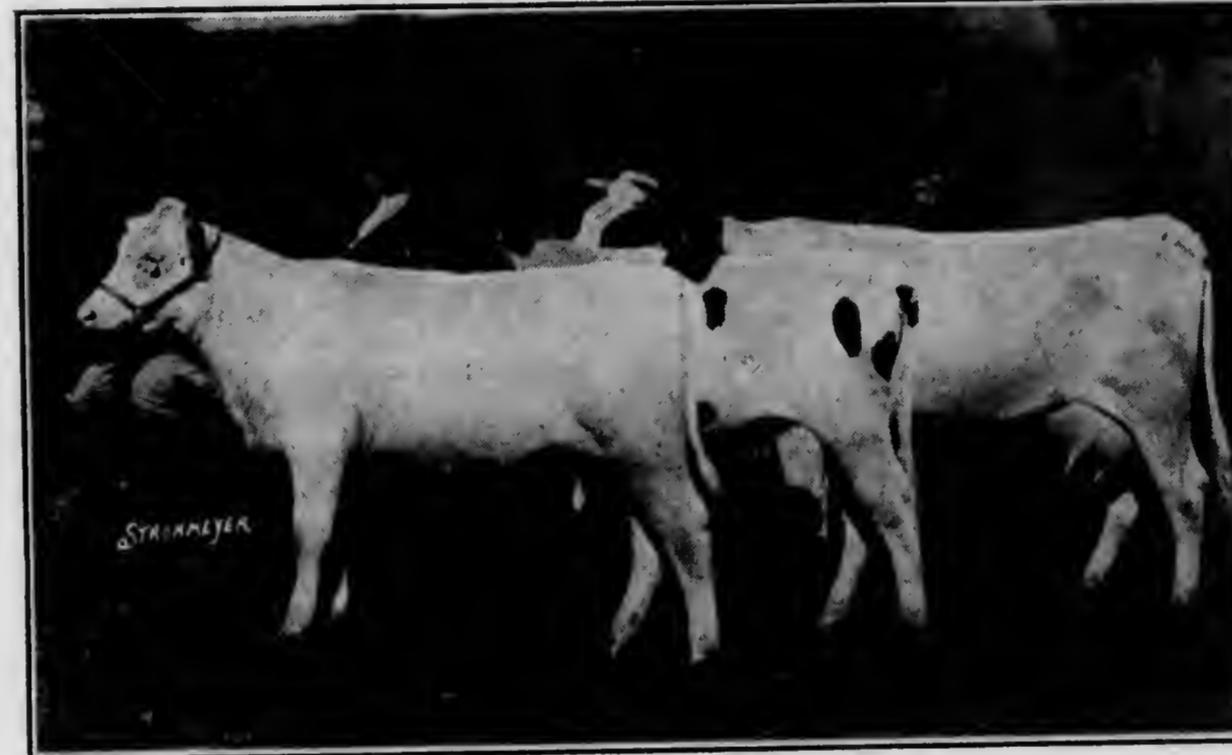
Two of the members of the sub-committee, Senators McKinley and Ladd, have been abroad for some time, have recently returned and some action is expected in the early days of the short session of Congress, which convenes again in December.

Important dairy, health and welfare interests have by recent resolutions, called upon both committee and Congress for favorable action.

The National Dairy Council at a conference of its various units at St. Paul, October 14th, adopted the following resolution.

That the National Dairy Council, in conference with its local branches, assembled at St. Paul, Minnesota, October 14th, 1922, unanimously adopt the following resolution:

"Whereas the public health of the nation and the welfare of the dairy industry is menaced by the constantly growing production and consumption of



Holstein-Friesian Heifers Presented to Penna. State College, Chester County Holstein Friesian Field Day, see page 2

organization before changing buyers or shifting dairies. Circumstances no doubt arise when agreements under which milk has been sold are not satisfactory to the seller and changes are necessary. In such cases, however, the seller should confer with the representatives of his marketing organization, whose duty it is to keep in close touch with buyers of milk generally and is informed as to the most favorable market for producers.

Resolved: That, an early favorable report of the Senate Sub Committee on Agriculture and Forestry, before whom hearings on the Voigt Bill, H. R. 8086 were held, be presented to the Senate and that the United States Senate be urged to pass the said bill at the earliest possible moment."

Senator Frank B. Kellogg, of Minnesota and Senator Irvine L. Lenroot, of Wisconsin, in speeches before the National Creamery Butter Makers Association in St. Paul recently, declared themselves as favorable to the Voigt bill.

Preparations are under way to introduce prohibitory bills against the manufacture and sale of filled milk products in several states.

We in Pennsylvania will again take up the fight at the coming legislative session, with every prospect of carrying it to a successful finish.

The recent legal victory in the Wisconsin case strengthens the position of those favoring prohibitory measures against the manufacture and fraudulent sale of filled milk products.

The opposition is strong, and well versed in legislative procedure, but we have learned a thing or two—nevertheless it will require earnest co-operation and team work to obtain the desired legislation.

Page 9

**The Bestov Calendar**

Equipment to handle milk from cow to consumer



Buy The Milking Pail Creameries Like To See You Use—By effecting a change in

the manufacture of the NORTH MILKING PAIL we can supply them to you at a much lower price than formerly. They cost little more than the ordinary pails, and they are without any question the most sanitary milking pail ever offered dairymen at any price.

COST is no longer an excuse for not using the BEST.

\$3.00 each, \$36.00 a dozen

**FEED COOKERS**  
 And Hot Water Heaters



Pick out a suitable feed cooker and water heater from our complete line. Install one on your farm; get ready for the cold months ahead. Hot water, easily obtainable is a wonderful convenience on a dairy farm. Your help and your cattle both will benefit by having a cooker and heater to provide warm wash water and warm food.

Send for  
 Catalogs and Prices  
 on  
 Cookers and Heaters



"Eureka"

**Cherry-Bassett-Winner Company**  
 Succeeding Phila. Farmers and Dairymen's Supply Co.

1918 Market St.  
 PHILADELPHIA

Next to  
 Stanley  
 Theatre





Collins Farm Queen, Heilo De Kol, Kansas  
State Champion Butter Producer

## Why Great Dairymen use Empire Milkers

At Maaikenhof, Bedford Hills, New York, the Empire Milker is used on pure bred Holsteins, making test records. Supt. R. E. Buell reports that although these cows are milked four times a day, teats have never been injured in any way.

Collins Farm Company, Sabetha, Kansas, milk their prize cows, including a State Champion, with Empire Milkers to save money and to increase production. The Cotati Company, Cotati, California, reports that the Empire saves \$3600 per year.

Thus from coast to coast, the great dairymen have approved the Empire as the most efficient method of milk production. And the same results are obtained from a grade herd of six or more cows.

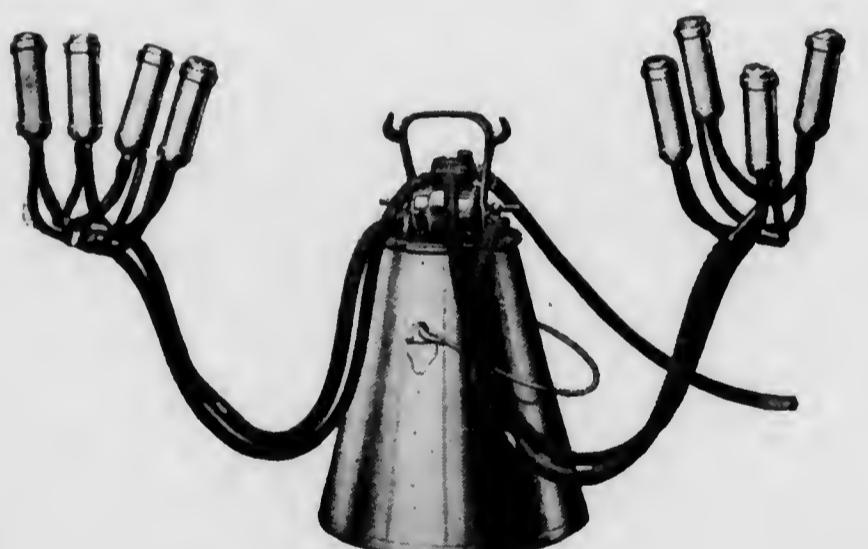
The Empire reduces labor costs, makes cleaner milk, increases production and benefits cows.

*Write today for further information.  
Ask for catalog 50M*

EMPIRE CREAM SEPARATOR COMPANY  
BLOOMFIELD, N. J.

Elgin, Ill. San Francisco, Cal. Toronto, Can.

Cream Separators—Gasoline Engines—Barn Equipment



The Empire  
Double Unit Milker

# EMPIRE Milking Machines

# INTER-STATE Milk Product Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER

VOLUME III

WEST CHESTER, PA., AND PHILADELPHIA, PA., DECEMBER, 1922

NUMBER 8

## ANNUAL REPORT

H. D. ALLEBACH, President

### INTER-STATE MILK PRODUCERS ASSOCIATION

In planning the work of your association for 1922, I had several projects in mind.

1. To carry the established basic price for market milk unchanged throughout the year and to increase it if the market warranted.

2. To have the price of milk at receiving stations based on 4½ quarts to the hundred weight.

3. To conduct the business of the organization on a budget system basis.

4. To adjust the price basis of milk on 3.5 per cent. fat instead of 4 per cent. so as to be more in line with actual market conditions and

5. To have weight slips returned to producers delivering milk to receiving stations daily and to have cans washed thoroughly at all receiving stations.

With the aid of your Executive Committee and directors we have been successful in having attained our object, in the first three of these undertakings, even to greater advantage to our members than I had anticipated.

With the fourth and fifth propositions we have not as yet been entirely successful, but some gains have been made and these problems must be among our prime endeavors for another year.

A review of the work of the Inter-State Milk Producers Association during 1922 covers a wide and interesting range.

Taking the farmer generally, the past year has been a very unprofitable one, in fact in many instances disastrous. At the same time, it has been fully demonstrated that the dairy farmer has been hurt less than those farmers depending entirely on grain, fruit or potatoes. Taking cost and return into consideration, milk prices showed the smallest decline from war time levels and held consistently more than 50 per cent. above that of pre-war prices.

There has been an exceptional stability to the milk market in the Philadelphia Milk Shed during the past year. True, we have not always been able to get all that we believed, as milk producers, that we are entitled to. Without a doubt, however, we have forged steadily ahead and statistics will show that the price of milk returned the producer in this market was higher on the average and that the price paid by the consumer was smaller, on the average, than in any other comparative primary market in the United States.

Your officers and directors have been constantly in touch with the various markets, primary and secondary, large and small as well as with the consumers and distributors in the Philadelphia Milk Shed as well as in other sections of the country.

The functions of the Inter-State Milk Producers Association do not simply cover the bargaining for and the obtaining of a fair price for your milk. It has

a much broader field. Its work as a service organization has covered a wide range, though not as complete nor in as great detail as is to be desired for the most benefit for the milk producer, but it has necessarily been limited by the funds available.

In this we were successful and it was agreed that the new basis should become effective October first. This resulted in a gain of approximately three cents a hundred for the producer at all receiving stations in the shed, but before it became effective the question of a basis of freight rate arose and was, after numerous conferences, referred to Dr. Clyde L. King as arbitrator and decided in our favor.

It has been more generally adopted as a basis in many of the smaller towns and cities comprising the secondary markets in the Philadelphia Milk Shed.

There is no doubt but that the Phila-

During August conferences were held with buyers looking toward the establishment of a sales basis of calculating 4½ quarts to the hundred weight, to replace the old 46 quart basis.

The Philadelphia Selling Plan as was in force in 1922, has met with greater favor among the producers as well as distributors.

It has been more generally adopted as a basis in many of the smaller towns and cities comprising the secondary markets in the Philadelphia Milk Shed.

There is no doubt but that the Phila-

absorbed in what is called the "distributors spread."

To show how the producer of milk in the Philadelphia Milk Shed has fared as far as his price in 1922 compares to those in the neighboring districts, the following statistics are presented.

#### Comparative Milk Prices

3% Grade B. Market Milk, per cwt.	Philadelphia	New York
50 mile zone	200 mile zone	Weighted Pool, Cash & Certificate
January .....	1.827	2.11
February .....	1.827	2.11
March .....	1.829	1.60
April .....	1.800	1.385
May .....	1.782	1.300
June .....	1.735	1.345
July .....	1.764	1.620
August .....	1.828	1.755
September .....	1.840	2.000
October .....	2.380	2.201
November .....	2.380	
December .....	2.380	

#### Weighted Average Prices

10 months, 1922	Country Receiving Stations
3 per cent. milk	
Philadelphia 50 mile zone	1.861 per cwt.
New York 200 mile zone	1.600 per cwt.

#### Surplus Prices in 1922

Surplus prices under Class I and Class II became effective in January. The full range of prices was as follows. Quotations being based on 4% fat.

January .....	\$1.78	\$1.48
February .....	1.78	1.48
March .....	1.84	1.54
April .....	1.78	1.45
May .....	1.78	1.45
June .....	1.73	1.44
July .....	1.75	
August .....	1.67	
September .....	1.91	

The average price for Class I surplus was \$1.78 with Class II \$1.47. Taken

throughout the year the percentage of surplus milk shipped under the Philadelphia Selling Plan during 1922 was materially less than in 1921. Producers, except in such sections where no genuine attempt to make an average supply is made, have been adjusting their output to fall production and spring and summer surpluses in such instances has been less pronounced.

The weighted average price of Grade B Market Milk during the past twelve months, based on 3 per cent. butterfat content, delivered at receiving stations in the 50-60 mile zone in the Philadelphia Milk Shed was \$1.948 per hundred or \$2.348 for 4 per cent. milk.

#### Supply and Demand

That consumption of milk continues to increase is evidenced by statistics (Continued on page 11)



H. D. ALLEBACH, Trappe, Montgomery County, Pa.  
Re-elected President Inter-State Milk Producers Association.

During the month of September conferences were held with buyers looking toward a general advance in milk prices, warranted, it was believed, by market conditions and increasing costs of production. In this we were again successful and on October first the price of milk was advanced 1 cent a quart delivered Philadelphia or 46½ per hundred pounds at receiving stations in the shed.

In all these advances the increase went entirely to the producer. On October first the price to the consumer was advanced one cent a quart in Philadelphia and all consuming markets in the territory. This increase was all passed to the dairyman while the smaller increases were assumed by the buyers and were

During the month of September conferences were held with buyers looking toward a general advance in milk prices, warranted, it was believed, by market conditions and increasing costs of production. In this we were again successful and on October first the price of milk was advanced 1 cent a quart delivered Philadelphia or 46½ per hundred pounds at receiving stations in the shed.

In all these advances the increase went entirely to the producer. On October first the price to the consumer was advanced one cent a quart in Philadelphia and all consuming markets in the territory. This increase was all passed to the dairyman while the smaller increases were assumed by the buyers and were

# ANNUAL MEETING INTER-STATE MILK PRODUCERS ASSOCIATION

Important problems in co-operative marketing were outstanding features of the Sixth Annual Meeting of the Inter-State Milk Producers Association, held in the Adelphi Hotel, Philadelphia, Pa., December 4th and 5th.

There was a far larger attendance of both individual members and delegates from various locals and never before have the discussions and problems of the organization been entered into with the enthusiasm and interest shown in the work of the association. There was a determination of purpose to continue and carry on the work of the organization that has never before been shown and which should be a reserve fund for future needs.

It was pointed out that the cost to members in other co-operative organizations ranged from approximately 2 cents as a minimum to as high as 11 cents per hundred pounds of milk.

It was also pointed out that the recent advance of 3 cents per hundred weight,

and then presented his annual report which is printed in full elsewhere in this issue of the "Review." An address followed by M. T. Phillips, Pomeroy, Pa., in which he stated that what the farmer needed, under the increased production program of the present time, was the opportunity to economically market the things which he is selling and pointed out that the Inter-State Milk Producers Association was one of the most efficient marketing organizations in the United States, both in price received and service to its members.

Under unfinished business, various problems, particularly applying to conditions in specific territories, was presented and discussed. Secretary R. W. Balderston, of the Philadelphia Inter-State Dairy Council, presented a report of that organization's activities during

President Allebach, after a brief address, introduced Frank P. Willits, former president of the association as toast master, who in his usual splendid manner, introduced the various speakers.

Addressess were made by Lewis W. Morley, of the Department of Agricultural Extension, State College, Pa.; Dr. Walter S. Cornell, Chief Medical Inspector, Board of Public Education, Philadelphia, Pa.; Dr. Frank App, Secretary New Jersey Federation, County Board of Agriculture, Trenton, N. J.; Dr. L. Nusbaum, Assistant Superintendent Philadelphia Board of Public Education; Mrs. J. T. Downing, West Chester, Pa.; Hon. Fred Rasmussen, Secretary of Agriculture for Pennsylvania; Wm. B. Griscom, Abbotts Alderney Dairies, Philadelphia, and Governor of Pennsylvania elect, Gifford Pinchot.

Governor Pinchot said in part:

"One of the most important and burdensome wastes in modern life occurs in our very expensive system of getting food from the producer to the consumer. On the average it costs as much to deliver farm produce to the consumer after it is grown as it does to grow it, and in many cases, more. That means that the burden of the high cost of food is not due mainly to what the farmer is paid for his produce, but to what is paid to others who handle it after it has left the farm.

"This load is enormous and to some extent, at least, unnecessary. Just how much can be saved by sound methods of marketing no man can yet say, but at least we know that in Philadelphia wise co-operation between the producers of milk, milk distributors, and representatives of milk consumers has resulted in cheaper milk to the consumer than in any other great city in America, and at the same time, in a higher net return to the milk producers on the farms. This statement does not rest on the figures for any one month or for any small group of months, but represents the experience of a considerable number of years. Approximately the same results have been brought about in Pittsburgh.

The report of the secretary was read and is published elsewhere in this issue.

The treasurer made a report as to the financial standing and announced that an audit of the associations books had been made by certified accountants, the full statement being available for inspection by any member.

Following the treasurer's report Frederick Shangle, as chairman of a committee of the board of directors, appointed to prepare and present a plan to increase the income of the association, particularly in connection with furthering the work of the departments of check testing, check weighing and organization work, presented the accompanying tabulated expenditures during the first ten months of 1922, and reported that the board of directors had in meeting approved the plan of increasing the members commission from one to two cents per hundred pounds.

During 10 months of 1922 there was expended for field work a total of \$7,040. For testing and weighing, \$1,295, a total of \$8,344.

This shows the cost per field man was \$4,172 for ten months.

An increase of 1 cent per hundred would yield approximately \$25,000.

The following nominations were made: Shannon V. Troutman, Bedford and Blair counties, Pa.

A. B. Waddington, Salem county, N. J. John V. Bishop, Burlington county, N. J. L. K. Yoder, Mifflin county, Pa. H. I. Lauver, Juniata county, Pa. H. B. Stewart, Huntingdon county, Pa. E. Nelson James, Cecil county, Md. W. R. Merrick, Queen Anne county, Md. E. R. Pennington, Kent county, Md.

After the ballots were cast the tellers announced the election of Messrs. Troutman, Waddington, Bishop, Lauver, Stewart, James and Pennington, who will serve for three years.

The report of the secretary was read and is published elsewhere in this issue.

The treasurer made a report as to the financial standing and announced that an audit of the associations books had been made by certified accountants, the full statement being available for inspection by any member.

Following the treasurer's report Frederick Shangle, as chairman of a committee of the board of directors, appointed to prepare and present a plan to increase the income of the association, particularly in connection with furthering the work of the departments of check testing, check weighing and organization work, presented the accompanying tabulated expenditures during the first ten months of 1922, and reported that the board of directors had in meeting approved the plan of increasing the members commission from one to two cents per hundred pounds.

During 10 months of 1922 there was expended for field work a total of \$7,040. For testing and weighing, \$1,295, a total of \$8,344.

This shows the cost per field man was \$4,172 for ten months.

An increase of 1 cent per hundred would yield approximately \$25,000.

The following nominations were made: Shannon V. Troutman, Bedford and Blair counties, Pa.

A. B. Waddington, Salem county, N. J. John V. Bishop, Burlington county, N. J. L. K. Yoder, Mifflin county, Pa. H. I. Lauver, Juniata county, Pa. H. B. Stewart, Huntingdon county, Pa. E. Nelson James, Cecil county, Md. W. R. Merrick, Queen Anne county, Md. E. R. Pennington, Kent county, Md.

After the ballots were cast the tellers announced the election of Messrs. Troutman, Waddington, Bishop, Lauver, Stewart, James and Pennington, who will serve for three years.

The report of the secretary was read and is published elsewhere in this issue.

The treasurer made a report as to the financial standing and announced that an audit of the associations books had been made by certified accountants, the full statement being available for inspection by any member.

Following the treasurer's report Frederick Shangle, as chairman of a committee of the board of directors, appointed to prepare and present a plan to increase the income of the association, particularly in connection with furthering the work of the departments of check testing, check weighing and organization work, presented the accompanying tabulated expenditures during the first ten months of 1922, and reported that the board of directors had in meeting approved the plan of increasing the members commission from one to two cents per hundred pounds.

During 10 months of 1922 there was expended for field work a total of \$7,040. For testing and weighing, \$1,295, a total of \$8,344.

This shows the cost per field man was \$4,172 for ten months.

An increase of 1 cent per hundred would yield approximately \$25,000.

The following nominations were made: Shannon V. Troutman, Bedford and Blair counties, Pa.

A. B. Waddington, Salem county, N. J. John V. Bishop, Burlington county, N. J. L. K. Yoder, Mifflin county, Pa. H. I. Lauver, Juniata county, Pa. H. B. Stewart, Huntingdon county, Pa. E. Nelson James, Cecil county, Md. W. R. Merrick, Queen Anne county, Md. E. R. Pennington, Kent county, Md.

After the ballots were cast the tellers announced the election of Messrs. Troutman, Waddington, Bishop, Lauver, Stewart, James and Pennington, who will serve for three years.

The report of the secretary was read and is published elsewhere in this issue.

The treasurer made a report as to the financial standing and announced that an audit of the associations books had been made by certified accountants, the full statement being available for inspection by any member.

Following the treasurer's report Frederick Shangle, as chairman of a committee of the board of directors, appointed to prepare and present a plan to increase the income of the association, particularly in connection with furthering the work of the departments of check testing, check weighing and organization work, presented the accompanying tabulated expenditures during the first ten months of 1922, and reported that the board of directors had in meeting approved the plan of increasing the members commission from one to two cents per hundred pounds.

During 10 months of 1922 there was expended for field work a total of \$7,040. For testing and weighing, \$1,295, a total of \$8,344.

This shows the cost per field man was \$4,172 for ten months.

An increase of 1 cent per hundred would yield approximately \$25,000.

The following nominations were made: Shannon V. Troutman, Bedford and Blair counties, Pa.

A. B. Waddington, Salem county, N. J. John V. Bishop, Burlington county, N. J. L. K. Yoder, Mifflin county, Pa. H. I. Lauver, Juniata county, Pa. H. B. Stewart, Huntingdon county, Pa. E. Nelson James, Cecil county, Md. W. R. Merrick, Queen Anne county, Md. E. R. Pennington, Kent county, Md.

After the ballots were cast the tellers announced the election of Messrs. Troutman, Waddington, Bishop, Lauver, Stewart, James and Pennington, who will serve for three years.

The report of the secretary was read and is published elsewhere in this issue.

The treasurer made a report as to the financial standing and announced that an audit of the associations books had been made by certified accountants, the full statement being available for inspection by any member.

Following the treasurer's report Frederick Shangle, as chairman of a committee of the board of directors, appointed to prepare and present a plan to increase the income of the association, particularly in connection with furthering the work of the departments of check testing, check weighing and organization work, presented the accompanying tabulated expenditures during the first ten months of 1922, and reported that the board of directors had in meeting approved the plan of increasing the members commission from one to two cents per hundred pounds.

During 10 months of 1922 there was expended for field work a total of \$7,040. For testing and weighing, \$1,295, a total of \$8,344.

This shows the cost per field man was \$4,172 for ten months.

An increase of 1 cent per hundred would yield approximately \$25,000.

The following nominations were made: Shannon V. Troutman, Bedford and Blair counties, Pa.

A. B. Waddington, Salem county, N. J. John V. Bishop, Burlington county, N. J. L. K. Yoder, Mifflin county, Pa. H. I. Lauver, Juniata county, Pa. H. B. Stewart, Huntingdon county, Pa. E. Nelson James, Cecil county, Md. W. R. Merrick, Queen Anne county, Md. E. R. Pennington, Kent county, Md.

After the ballots were cast the tellers announced the election of Messrs. Troutman, Waddington, Bishop, Lauver, Stewart, James and Pennington, who will serve for three years.

The report of the secretary was read and is published elsewhere in this issue.

The treasurer made a report as to the financial standing and announced that an audit of the associations books had been made by certified accountants, the full statement being available for inspection by any member.

Following the treasurer's report Frederick Shangle, as chairman of a committee of the board of directors, appointed to prepare and present a plan to increase the income of the association, particularly in connection with furthering the work of the departments of check testing, check weighing and organization work, presented the accompanying tabulated expenditures during the first ten months of 1922, and reported that the board of directors had in meeting approved the plan of increasing the members commission from one to two cents per hundred pounds.

During 10 months of 1922 there was expended for field work a total of \$7,040. For testing and weighing, \$1,295, a total of \$8,344.

This shows the cost per field man was \$4,172 for ten months.

An increase of 1 cent per hundred would yield approximately \$25,000.

The following nominations were made: Shannon V. Troutman, Bedford and Blair counties, Pa.

A. B. Waddington, Salem county, N. J. John V. Bishop, Burlington county, N. J. L. K. Yoder, Mifflin county, Pa. H. I. Lauver, Juniata county, Pa. H. B. Stewart, Huntingdon county, Pa. E. Nelson James, Cecil county, Md. W. R. Merrick, Queen Anne county, Md. E. R. Pennington, Kent county, Md.

After the ballots were cast the tellers announced the election of Messrs. Troutman, Waddington, Bishop, Lauver, Stewart, James and Pennington, who will serve for three years.

The report of the secretary was read and is published elsewhere in this issue.

The treasurer made a report as to the financial standing and announced that an audit of the associations books had been made by certified accountants, the full statement being available for inspection by any member.

Following the treasurer's report Frederick Shangle, as chairman of a committee of the board of directors, appointed to prepare and present a plan to increase the income of the association, particularly in connection with furthering the work of the departments of check testing, check weighing and organization work, presented the accompanying tabulated expenditures during the first ten months of 1922, and reported that the board of directors had in meeting approved the plan of increasing the members commission from one to two cents per hundred pounds.

During 10 months of 1922 there was expended for field work a total of \$7,040. For testing and weighing, \$1,295, a total of \$8,344.

This shows the cost per field man was \$4,172 for ten months.

An increase of 1 cent per hundred would yield approximately \$25,000.

The following nominations were made: Shannon V. Troutman, Bedford and Blair counties, Pa.

A. B. Waddington, Salem county, N. J. John V. Bishop, Burlington county, N. J. L. K. Yoder, Mifflin county, Pa. H. I. Lauver, Juniata county, Pa. H. B. Stewart, Huntingdon county, Pa. E. Nelson James, Cecil county, Md. W. R. Merrick, Queen Anne county, Md. E. R. Pennington, Kent county, Md.

After the ballots were cast the tellers announced the election of Messrs. Troutman, Waddington, Bishop, Lauver, Stewart, James and Pennington, who will serve for three years.

The report of the secretary was read and is published elsewhere in this issue.

The treasurer made a report as to the financial standing and announced that an audit of the associations books had been made by certified accountants, the full statement being available for inspection by any member.

Following the treasurer's report Frederick Shangle, as chairman of a committee of the board of directors, appointed to prepare and present a plan to increase the income of the association, particularly in connection with furthering the work of the departments of check testing, check weighing and organization work, presented the accompanying tabulated expenditures during the first ten months of 1922, and reported that the board of directors had in meeting approved the plan of increasing the members commission from one to two cents per hundred pounds.

During 10 months of 1922 there was expended for field work a total of \$7,040. For testing and weighing, \$1,295, a total of \$8,344.

This shows the cost per field man was \$4,172 for ten months.

An increase of 1 cent per hundred would yield approximately \$25,000.

The following nominations were made: Shannon V. Troutman, Bedford and Blair counties, Pa.

A. B. Waddington, Salem county, N. J. John V. Bishop, Burlington county, N. J. L. K. Yoder, Mifflin county, Pa. H. I. Lauver, Juniata county, Pa. H. B. Stewart, Huntingdon county, Pa. E. Nelson James, Cecil county, Md. W. R. Merrick, Queen Anne county, Md. E. R. Pennington, Kent county, Md.

After the ballots were cast the tellers announced the election of Messrs. Troutman, Waddington, Bishop, Lauver, Stewart, James and Pennington, who will serve for three years.

The report of the secretary was read and is published elsewhere in this issue.

The treasurer made a report as to the financial standing and announced that an audit of the associations books had been made by certified accountants, the full statement being available for inspection by any member.

Following the treasurer's report Frederick Shangle, as chairman of a committee of the board of directors, appointed to prepare and present a plan to increase the income of the association, particularly in connection with furthering the work of the departments of check testing, check weighing and organization work, presented the accompanying tabulated expenditures during the first ten months of 1922, and reported that the board of directors had in meeting approved the plan of increasing the members commission from one to two cents per hundred pounds.

During 10 months of 1922 there was expended for field work a total of \$7,040. For testing and weighing, \$1,295, a total of \$8,344.

This shows the cost per field man was \$4,172 for ten months.

An increase of 1 cent per hundred would yield approximately \$25,000.

The following nominations were made: Shannon V. Troutman, Bedford and Blair counties, Pa.

A. B. Waddington, Salem county, N. J. John V. Bishop, Burlington county, N. J. L. K. Yoder, Mifflin county, Pa. H. I. Lauver, Juniata county, Pa. H. B. Stewart, Huntingdon county, Pa. E. Nelson James, Cecil county, Md. W. R. Merrick, Queen Anne county, Md. E. R. Pennington, Kent county, Md.

After the ballots were cast the tellers announced the election of Messrs. Troutman, Waddington, Bishop, Lauver, Stewart, James and Pennington, who will serve for three years.

The report of the secretary was read and is published elsewhere in this issue.

The treasurer made a report as to the financial standing and announced that an audit of the associations books had been made by certified accountants, the full statement being available for inspection by any member.

Following the treasurer's report Frederick Shangle, as chairman of a committee of the board of directors, appointed to prepare and present a plan to increase the income of the association, particularly in connection with furthering the work of the departments of check testing, check weighing and organization work, presented the accompanying tabulated expenditures during the first ten months of 1922, and reported that the board of directors had in meeting approved the plan of increasing the members commission from one to two cents per hundred pounds.

During 10 months of 1922 there was expended for field work a total of \$7,040. For testing and weighing, \$1,295, a total of \$8,344.

</

## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.

F. P. Willits, Managing Editor  
A. A. Miller, Editor and Advertising Mgr.  
Published Monthly by the Inter-State Milk Producers Association, Inc.

Business Offices  
24 E. Market St., West Chester, Pa.  
720-1-2-3 Head Bldg., Philadelphia, Pa.

Editorial Office  
720-722 Head Bldg., Philadelphia, Pa.  
Bell Phones Locust 5391, Locust 5392  
Keystone, Race 6879

Printed by Horace F. Temple  
West Chester, Pa.

Subscription Price  
50 cents a year in advance  
Advertising rates on application

Officers and Directors  
Inter-State Milk Producers Association  
President, H. D. Allebach  
Vice President, Frederick Shangle  
Secretary, E. W. Balderton  
Treasurer, Robert F. Brinton

J. H. Bonnett F. P. Willits  
Robt. F. Brinton F. O. Ware  
H. D. Allebach Albert Sarge  
John V. Bishop Frederick Shangle  
E. Nelson James S. H. Troutman  
E. R. Pennington H. I. Lauver  
F. M. Twining J. A. Poobrath  
Ira J. Book S. Blaine Lehman  
A. B. Waddington Harry B. Stewart  
A. R. Marvel  
J. Brady Smith

"Entered as second-class matter, June 8, 1920, at the post office at West Chester, Pennsylvania, under the Act of March 3, 1879."

### Editorial

In all the past six years that the Inter-State Milk Producers Association has been in existence there has never been a stronger evidence of the value of co-operation, of purpose and intent, than was shown at its recent annual meeting.

The endorsement of the policies of the organization, its methods of looking after the interests of its milk producer members, the public and its co-operation with the distributor for the best interest of all, was unanimous not only from its membership but from state and city authorities, as well as from the consumer.

At the recent meeting of the National Milk Producers Federation at Springfield, November 9th and 10th, the following resolution was unanimously passed:

Whereas: Successful agriculture must be based upon sound and efficient distribution as well as efficient production.

President Allebach was authorized to attend a meeting of the Michigan Milk Producers Association, at their request, to explain the basis of operation of the Philadelphia Selling Plan, while secretary Balderton was authorized to attend the meeting of the directors of the National Milk Producers Federation to be held in Milwaukee, Wis., on December 6th.

Following a general discussion the meeting adjourned.

### DIRECTORS MEETING

The regular bi-monthly meeting of the Board of Directors of the Inter-State Milk Producers Association was held in the Philadelphia office November 18, 1922.

Detailed reports on the part of the directors from each of the various territories in the Philadelphia Milk Shed were presented, so that the entire board was fully advised as to conditions not only in the various secondary markets, but in the field as well.

The coming year holds great promise in store for the members of the Inter-State Milk Producers Association, and we bespeak the same hearty support from our members at home, who could not be present and take part in the proceedings of the Sixth Annual Meeting and add their support to the unanimous action taken by the delegates and members who were in attendance.

in the aggregate it will give sufficient funds to enable your organization to keep four check testers and weighers in the field at all times as well as to maintain a laboratory in Philadelphia where butterfat, sediment, bacteria and other investigations in connection with the milk supply—your milk—may be made.

The coming year holds great promise in store for the members of the Inter-State Milk Producers Association, and we bespeak the same hearty support from our members at home, who could not be present and take part in the proceedings of the Sixth Annual Meeting and add their support to the unanimous action taken by the delegates and members who were in attendance.

Some slowing down in the milk supply was noted while there seemed to be a scarcity of labor in certain districts and a general advance in feed prices.

The treasurer's report was presented and the payment of bills and accounts approved.

The secretary was on motion authorized to write to the president of Pennsylvania State College and to the presiding officers of New Jersey, Delaware and Maryland State Agricultural Colleges, relative to the importance of adequate departments of marketing in the state agricultural colleges.

On motion it was decided to employ certified public accountants to audit the books of the association for the year 1922.

### AN ECHO FROM ST. PAUL; DAIRY HERD IMPROVEMENT

The exhibit of the United States Department of Agriculture at the National Dairy Exposition showed some interesting data in connection with dairy herd improvement.

One panel pictured three Jersey herds; an ordinary herd of grades, a fine herd of grades, and a splendid herd of purebreds. The results that come from selling feed to each of these three herds are described as follows:

"If you sell feeds to dairy cows you have a constant market.

"If you sell feeds to high-producing dairy cows, you have a good and constant market.

"If you sell feeds to purebred, high-producing dairy cows, you have a double market; a market for calves and a market for milk."

"In dairying, the feed market is always exactly what you make it."

Another panel showed two pages from the dairy primer or first reader. In printed words and in picture words the first page says:

"If you sell a scrub cow to a neighbor and buy a good cow from another neighbor, the dairy industry has gained nothing, but if you sell a scrub cow to the butcher and replace her with a good young cow bred in your own herd and sired by a good purebred bull, the dairy industry has gained much."

In a similar manner page two of the primer tells this story:

"In one cow testing association, the poorest cow in one year's time produced only enough income over cost of feed to buy a 2 cent postage stamp. To pay for labor and overhead expenses the owner had the manure, skim milk and calf. The cow testing association teaches him how to get much more than that."

The third panel showed an up-to-date farmer and his son "listening in" on their dairy herd. The milk scales and the Babcock milk tester tell them the true story of milk and butterfat production regarding each and every dairy cow in their herd.

### ST. LOUIS BEGINS CAMPAIGN

The most recent National Dairy Council campaign to begin is the St. Louis campaign, where a fund of approximately \$5,000 per month is being raised locally and is being handled by the National Dairy Council to increase the consumption of milk and dairy products in that city.

The National Dairy Council workers have already gone to St. Louis and billboard publicity, newspaper publicity and work in the schools have already commenced.

The "Milk Made the Difference" animals are busy in various store windows telling a most interesting story. The moving picture houses are also active and two very splendid films are now running in the various theatres.

The headquarters are in the Chamber of Commerce Building. The Health Department and other civic organizations are getting back of the movement and everything points to a very successful campaign in that city.

Milk consumption per person in St. Louis was found to be about one-half as much as it is in Chicago, Milwaukee, Pittsburgh and other northern cities.

Since then the directors of the Inter-State Milk Producers Association have sent an open letter to the president and trustees of Pennsylvania State College urging that a department of this kind be included in the budget to be submitted to the approaching state legislature.

The increase in the commission for handling your milk was by unanimous vote increased from one cent to two cents a hundred pounds. To each individual this is but a small amount, but



Mr. Shangle reported on the plan for increasing the revenue of the association, and on motion the plan was approved and it was directed that the same be presented to the members in annual meeting for adoption.

Whereas: Successful agriculture must be based upon sound and efficient distribution as well as efficient production.

President Allebach was authorized to attend a meeting of the Michigan Milk Producers Association, at their request, to explain the basis of operation of the Philadelphia Selling Plan, while secretary Balderton was authorized to attend the meeting of the directors of the National Milk Producers Federation to be held in Milwaukee, Wis., on December 6th.

Following a general discussion the meeting adjourned.

### NEW YORK PRICES

The Dairymen's League Co-operative Association, Inc., announces the following prices under the pooling plan for the month of October, based on Grade B Market Milk, 3 per cent. butterfat content in the 200 mile zone.

Pool Price, per hundred..... \$2.27  
Less Expenses..... .06

\$2.21  
Certificate of Indebtedness..... .20

Cash Payment..... \$2.01

The base price for October milk was \$2.90 for Class I and \$2.25 for Class II.

The same prices apply for November, but for December a base price of \$3.87 for Class I and \$2.90 for Class II has been named.

### AN ECHO FROM ST. PAUL; DAIRY HERD IMPROVEMENT

The exhibit of the United States Department of Agriculture at the National Dairy Exposition showed some interesting data in connection with dairy herd improvement.

One panel pictured three Jersey herds; an ordinary herd of grades, a fine herd of grades, and a splendid herd of purebreds. The results that come from selling feed to each of these three herds are described as follows:

"If you sell feeds to dairy cows you have a constant market.

"If you sell feeds to high-producing dairy cows, you have a good and constant market.

"If you sell feeds to purebred, high-producing dairy cows, you have a double market; a market for calves and a market for milk."

"In dairying, the feed market is always exactly what you make it."

Another panel showed two pages from the dairy primer or first reader. In printed words and in picture words the first page says:

"If you sell a scrub cow to a neighbor and buy a good cow from another neighbor, the dairy industry has gained nothing, but if you sell a scrub cow to the butcher and replace her with a good young cow bred in your own herd and sired by a good purebred bull, the dairy industry has gained much."

In a similar manner page two of the primer tells this story:

"In one cow testing association, the poorest cow in one year's time produced only enough income over cost of feed to buy a 2 cent postage stamp. To pay for labor and overhead expenses the owner had the manure, skim milk and calf. The cow testing association teaches him how to get much more than that."

The third panel showed an up-to-date farmer and his son "listening in" on their dairy herd. The milk scales and the Babcock milk tester tell them the true story of milk and butterfat production regarding each and every dairy cow in their herd.

### ST. LOUIS BEGINS CAMPAIGN

The most recent National Dairy Council campaign to begin is the St. Louis campaign, where a fund of approximately \$5,000 per month is being raised locally and is being handled by the National Dairy Council to increase the consumption of milk and dairy products in that city.

The National Dairy Council workers have already gone to St. Louis and billboard publicity, newspaper publicity and work in the schools have already commenced.

The "Milk Made the Difference" animals are busy in various store windows telling a most interesting story. The moving picture houses are also active and two very splendid films are now running in the various theatres.

The headquarters are in the Chamber of Commerce Building. The Health Department and other civic organizations are getting back of the movement and everything points to a very successful campaign in that city.

Milk consumption per person in St. Louis was found to be about one-half as much as it is in Chicago, Milwaukee, Pittsburgh and other northern cities.

Since then the directors of the Inter-

State Milk Producers Association have

sent an open letter to the president and

trustees of Pennsylvania State College

urging that a department of this kind

be included in the budget to be sub-

mitted to the approaching state legis-

lature.

There is no doubt that the farmers of the state both individually and through their organizations, will heartily endorse this move.

December, 1922

MILK PRODUCERS REVIEW

### LATEST MARKET PRICES

#### SELLING PLAN

All milk shipped during October, November and December is basic milk and will be paid for as such.

Under the Philadelphia Selling Plan, shippers during October, November and December, established their basic quantity. This basic quantity is obtained by averaging the shipments during these three months, and is used as the basis on which basic and surplus quantities are established for 1923.

December quantities are based on 3% butterfat milk with a differential of 4 cents for each tenth point and 2 cents for each half tenth point up or down.

#### NOVEMBER PRICES

##### F. O. B. PHILADELPHIA

##### Grade B Market Milk

From these prices one cent per 46 quarts or one cent per 100 pounds to be deducted by the buyer, which together with one cent per 46 quarts, contributed by the buyer to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign, advertising the food value and greater consumption of dairy products. The usual commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

##### Freight and Receiving Station Charges Deducted

Test	Basic Quantity per cent.	Price per 100 lbs.	Price per Quart	Miles	Freight on 115% of 100 qt. can per 100 lbs.	Price per 100 lbs. milk 3% milk
3	\$2.97	6.45		1 to 10 incl.	.27	\$2.46
3.1	3.01	6.55		11 to 20	.281	2.42
3.2	3.05	6.65		21 to 30	.306	2.39
3.3	3.09	6.75		31 to 40	.339	2.34
3.4	3.13	6.85		41 to 50	.361	2.38
3.5	3.17	6.95		51 to 60	.385	2.35
3.6	3.21	7.05		61 to 70	.406	2.33
3.7	3.25	7.05		71 to 80	.427	2.31
3.8	3.29	7.05		81 to 100	.448	2.29
3.9	3.33	7.15		101 to 120	.466	2.27
4	3.37	7.25		121 to 140	.484	2.26
4.1	3.41	7.3		141 to 160	.497	2.25
4.2	3.45	7.4		161 to 170	.488	2.25
4.3	3.49	7.5		171 to 180	.495	2.23
4.4	3.53	7.55		181 to 190	.506	2.22
4.5	3.57	7.65		191 to 200	.518	2.21
4.6	3.61	7				

## PHILADELPHIA INTER-STATE DAIRY COUNCIL ANNUAL REPORT BY R. W. BALDERSTON, SECRETARY

Immense strides, both in the scope of nutrition work, and in the methods of presenting it, have been taken by the nutrition department of the Inter-State Dairy Council during the past year.

Not only has the Dairy Council kept pace with the growing interest of the public in health education, but it has lost no opportunity to continue to keep in the forefront in adopting the most effective and most advanced methods of presenting the health in nutrition message.

Effort has always been made by our nutrition workers to adapt our health program to the actual needs of the school program. The result has been that the public school authorities now have entire confidence in our ideals and our methods.

As a direct outgrowth of health education in the public schools, the serving of individual half pints to the children in the class room at mid-morning is becoming popular. So universal has this practice become, that Dr. Broome, Superintendent of Philadelphia Public Schools, has recently sent a request to the Dairy Council to act as a clearing house in arranging for this milk service.

This service started on a large scale in September. By the last of October, more than 12,500 children were ordering their daily half pint of milk, and were paying for it with their own pennies.

In order to demonstrate the importance of milk as a factor in proper nutrition, the Dairy Council, where advisable, furnishes milk free of charge to newly established nutrition classes. During the past year a total of 75,976 quarts has been donated to the public schools, parochial schools, hospitals, day nurseries and the Bureau of Charities in Philadelphia.

The figures of one month will give an idea of the immense amount of good accomplished by the nutrition classes of the schools. April is selected, although the gains in this month are not as large as in some other months.

Total number of children in classes .601  
Number of children gaining in weight .359  
Number of pounds gained .451.75  
Number of children losing weight .167  
Number of children whose weight remains stationary .144  
Number of pounds not gained .307.75  
Average gain per child per month .30  
Parents attending class during month .200  
Home visits paid .175  
Physical examinations .42  
Defects corrected .50

### Plays and Pageants Used to Teach Health

The dramatic department of our nutrition staff, with its steadily growing "repertoire" of plays, has had a busy year, and frequent additions have necessarily been made to the staff in order to meet with the growing demands for our milk plays. This method of teaching health to children is very popular, and is permanently effective.

New plays and pageants have been written and tried out until now, the Dairy Council has features suitable for all ages, and types, and for any sized audience. Girls in industry, girls in high school, club women, mothers of large families, children of kindergarten age, and children in all grades of the public schools can now be given plays for any kind of an occasion where health is to be put across.

From October, 1921 to June, 1922, the dramatic department gave plays in 54 public schools and 8 parochial schools in Philadelphia, in addition to settlement houses, churches, and women's clubs,

making a total of 90 performances in 34 weeks. This does not include performances given in Tyrone, Altoona, and Reading. These 90 performances have reached an audience of approximately 80,000 persons, 90 per cent. of whom are children.

### Aids Both Public and Dairymen

The direct benefits to the dairy industry, resulting from this very broad and comprehensive program of nutrition work, is becoming more and more evident. Observation proves that an increase in milk consumption follows directly on the heels of our educational program. And milk dealers have remarked frequently that a local increase in their sales is noticeable shortly after a new school undertakes the nutrition program.

The direct benefits resulting from the work of the quality control department are also evident, since the public increases its consumption when it is assured that the production is safe and clean.

### REPORT OF DEPARTMENT OF QUALITY CONTROL

Philadelphia Inter-State Dairy Council  
November 1, 1921 to October 31, 1922

Milk plants visited for the purpose of making sediment tests.....	184
Number of sediment tests made.....	19,180
Farm visits made in connection with sediment test work.....	145
Farm visits for the purpose of scoring dairy barns.....	499
Man days spent in garlic control.....	55
Meetings held with farmers at which talks or moving pictures treating on better milk supply were given.....	108
Total attendance at such meetings.....	13,094
Average attendance per meeting.....	121
Fair exhibits requiring one or more workers.....	7
Man days on fair exhibits.....	103

### Distribution of Meetings by Counties

Penn.	Delaware	Maryland	New Jersey
Chester ..... 6	1	5	Burlington ..... 5
Cumberland ..... 1	2	3	Caroline ..... 5
Berks ..... 2	6	4	Huntington ..... 2
Bucks ..... 6	New Castle ..... 4	Cecil ..... 4	
Blair ..... 1	Sussex ..... 3	Kent ..... 10	Mercer ..... 2
Bedford ..... 1		Talbot ..... 8	Salem ..... 1
Dauphin ..... 9		Queen Anne ..... 6	
Franklin ..... 1	Outside of Philadelphia Territory ..... 3		
Huntingdon ..... 3			
Lancaster ..... 9			
Montgomery ..... 8			
Philadelphia ..... 2			

### New Film—"Fair Acres"

In addition to the motion picture films already developed and used by the Dairy Council, a new film, "Fair Acres" was made this year to tell the message of clean milk and how to achieve it, to the constantly growing number of farmers who receive help from this department.

### County Fairs

County fairs have provided an excellent opportunity for spreading the Dairy Council teachings in rural districts.

The Dairy Council has been active in Lancaster, West Chester, Wilmington, Trenton and Reading fairs, the Montgomery Field Day and the Huntingdon County Farmers' Picnic. Milk drinks were served at some of these fairs with great success.

From three to four demonstrations were given daily by the quality control department at the fairs. The Babcock, sediment and acidity tests were given to milk brought in by the farmers. It is estimated that these demonstrations were visited approximately by 115,000 persons.

### Protective Legislation Passed in Many States

Officers of the Dairy Council have been active in working for state and national legislation looking toward the protection of the public in matters relating to the

These farmers having a low score for their dairy equipment and methods were given special advice. A second inspection made at a later date found the conditions much improved.

The following statistics will give an idea of the work accomplished by the quality control department during the past twelve months:

### Health Campaigns

Health campaigns are now in progress in many localities. Surveys are made as to the condition of the school children. Nutrition classes are started; poster campaigns inaugurated.

In one district, recently, 1000 children entered into a poster campaign. Twelve prizes for essays and the same number for posters were awarded.

Considerable work of this character has been done in the Main Line Section, near Philadelphia; in Reading, Pa., in Lancaster county and in Dauphin county, Pa.

A survey conducted in the latter county proved in hard, cold statistics, that the percentage of underweight children is the greatest where the consumption of milk is the lowest. The worst condition and also the lowest per capita consumption was in the country districts, while the best conditions and greatest consumption of milk was in the cities, towns and villages.

### Literature

More than 200,000 pieces of our literature have been distributed during the past year, and from 6,000 to 7,000 of our milk posters.

Four new pieces of literature have been added to our list. The Healthland Flyer and Happy's Vanity Case, publications originated by the Child Health Organization, are distributed by us and cleverly teach our message to older girls and boys. The Laeties tells the health story of milk in attractive verse for younger children. For Your Health is a new leaflet with milk receipts and brings forth the relation of milk to tooth development.

Taken all in all, the Philadelphia Inter-State Dairy Council has had an active and quite successful year and plans now under way promise a season of even greater activity during 1923.

### LIME AND PHOSPHORUS ARE VITAL TO DAIRY ANIMAL

Food Demonstrations for Mothers  
As an effective means of teaching mothers the importance of milk in the diet, the food demonstrations have been found effective. They are conducted in connection with nutrition, open air classes, Y. W. C. A's, settlement house clubs, day nurseries, parent-teacher meetings, and health centers. Our food demonstrator prepares milk dishes, talking to her audience on food values and stressing the economy of milk dishes.

#### Object Talks, Story-Telling and Lectures

Object talks, emphasized by the use of dolls, toy furniture, toy foods, masks, and other objects, have proved effective in teaching children, especially very young children. Teachers often use them as a basis for their regular health lessons.

#### Work With the Colored Population

Excellent support has been given the health work by colored institutions and prominent colored citizens of Philadelphia and other cities. The Colored Ministers' Conferences, both Baptist and Methodist, and the Methodist State Conference have endorsed the work. The National Baptist Convention, the largest colored organization in the world, has extended an invitation to the Dairy Council to present its work, and a special place in its program has been devoted to our lectures and health demonstrations, to be followed by a round table conference of women from every state.

#### Our work among the colored people

From May, 1921, to May, 1922, has been as follows:

#### Talks and slides in Philadelphia churches, women's organizations, nurseries, social centers, etc., 214; talks and slides in Philadelphia public schools, 80; talks and slides outside of Philadelphia, 44.

**Motion Pictures and Literature**  
Our motion pictures reach a vast audience of all ages. "The White Bottle," "Highland Lassie," and "The Fountain of Youth" have reached more than 7,000 persons, both children and adults, through our own showing alone. The first named picture has been shown before children in the public schools 168 times; the second, 35 times; and the last named, 290 times. In addition, the extension and play department has given 171 showings and the quality control department, 108 showings.

"Highland Lassie" has been displayed in 70% of the motion picture houses in Philadelphia. Up to the present time it has been shown 1014 times and we conservatively estimated that it has been seen by over a million of the population of the Philadelphia district.

#### Literature

In the public schools 168 times; the second, 35 times; and the last named, 290 times. In addition, the extension and play department has given 171 showings and the quality control department, 108 showings.

"Highland Lassie" has been displayed in 70% of the motion picture houses in Philadelphia. Up to the present time it has been shown 1014 times and we conservatively estimated that it has been seen by over a million of the population of the Philadelphia district.

More than 200,000 pieces of our literature have been distributed during the past year, and from 6,000 to 7,000 of our milk posters.

Four new pieces of literature have been added to our list. The Healthland Flyer and Happy's Vanity Case, publications originated by the Child Health Organization, are distributed by us and cleverly teach our message to older girls and boys. The Laeties tells the health story of milk in attractive verse for younger children. For Your Health is a new leaflet with milk receipts and brings forth the relation of milk to tooth development.

Taken all in all, the Philadelphia Inter-State Dairy Council has had an active and quite successful year and plans now under way promise a season of even greater activity during 1923.

Taken all in all, the Philadelphia Inter-State Dairy Council has had an active and quite successful year and plans now under way promise a season of even greater activity during 1923.

## "Marion" Makes Carload of Milk In One Year



and 20% crushed oats. She was never fed to exceed 24 lbs. of grain per day, yet for 278 days she averaged more than 100 lbs. milk per day.

This test is a convincing demonstration of great practical value to business dairymen everywhere. It proves beyond doubt the superior feeding efficiency of Unicorn—fed straight or with home grown grains.

Mr. Loeb writes: "Unicorn is the best feed made and you can put Loeb Farms down as one of your staunch supporters."

Such words, coming from the owner of "Marion," are but additional proof that Unicorn Dairy Ration is the feed that insures dependable, economical and safe results. No dairymen or breeder should feel that he is getting the utmost in milk and profit from his cows until he has fed Unicorn Dairy Ration.

**NOTE: Every cow in the milking herd at Loeb Farms is fed Unicorn Dairy Ration. The confidence that Loeb Farms place in Unicorn is certain to be still further justified by other cows now engaged in making 365-day records. Several of these are expected to produce better than 30,000 lbs. of milk.**

## Chapin & Company

Chicago Boston

### NEW BULLETIN ISSUED

Of particular interest to the many co-operative marketing associations in the country, is Department Bulletin No 1106, "Legal Phases of Co-operative Associations," just issued by the United States Department of Agriculture. The publication, which was prepared by L. S. Hulbert, formerly Assistant in Co-operative Marketing, Bureau of Agricultural Economics, discusses some of the legal questions with respect to the organization, conduct and operation of co-operative associations. These questions are considered from the standpoint of incorporated associations with capital stock, incorporated associations without capital stock, and unincorporated associations.

Some of the topics dealt with in the bulletin are: Contracts, promissory notes, co-operative associations as agents, monopolies—restraint of trade—including the Sherman and Clayton Acts and the Capper-Volstead Act; the Federal Trade Commission, specific performance, and income taxes. The appendix contains a suggested form of by-laws and contract for co-operative associations.

The premiums, amounting to over \$7,000, are exceptionally attractive, and insure the exhibition of the finest Ayrshire herds from this country, Canada and Scotland.

On each day of the show—and it will run for three days, there is to be given away to farmers an outstanding yearling heifer.

Those interested in the Ayrshire breed should not fail to attend this show which will demonstrate the wonderful development and progress made by the breed.

Copies of the bulletin may be obtained free from the Division of Publications, Department of Agriculture so long as the supply lasts.

### SPREAD OF CATTLE TUBERCULOSIS

The twelve common causes for the spread of bovine tuberculosis have been enumerated as follows:

1. Unrestricted range or common pasture.
2. Common drinking pool or trough.
3. Introduction of untested cattle.
4. Nosing at fence lines.
5. Close, foul housing.
6. Milk of infected animals fed to calves and hogs.
7. Trading of untested animals.
8. Dead animals eaten by dogs and hogs.
9. Breachy stock.
10. Breeding to a common bull.
11. Serving cows outside the herd.
12. Conditions unfavorable to health, as drafty barns and under-feeding.

This classification was arrived at after an exhaustive survey by the U. S. Department of Agriculture who made an investigation covering all dairying sections of the United States.

To the accredited herd man or to those intending to test their herds, these twelve common causes of infection should be well borne in mind if the herd is to be maintained free from tuberculosis.

### LIVESTOCK AT STATE FARM PRODUCTS SHOW

By action of the State Show Committee, of which Secretary Rasmussen of the Department of Agriculture is chairman, it has been decided that livestock will be given as much display room as space permits at the Pennsylvania State Farm Products show to be held in Harrisburg, January 22-26, 1923. H. H. Hawver, of State College, in charge of the livestock exhibits, says that the various breeds of cattle will be represented by educational booths in which the part that these breeds play in constructive livestock improvement will be set forth, as well as the prominence of the several breeds in relation to the successful and prosperous conduct of agriculture in the state.

There will be a competitive sheep show and an exhibit of several flocks of national prominence.

A thousand chickens, representing the blue-bloods of the breeds in Pennsylvania, will be shown in competition. It will be the first poultry show ever held in connection with the annual farm show and this feature alone is expected to attract poultry fanciers from all parts of Pennsylvania.



**Lewis Linseed Cake**

The compressed feed will keep your cows in good flesh and will increase the milk flow

**LINSEED CAKE MEAL**

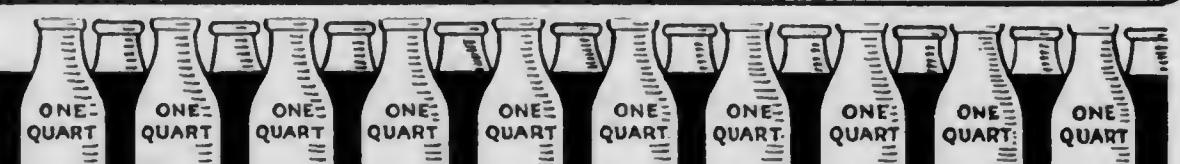
Has the same Fat and Protein content as the Linseed Cake—but it is already ground.  
We'll be glad to take you through our plant where these feeds are made. Write us if you are interested.

**John T. Lewis & Bros. Co.**

705 Lafayette Building Philadelphia, Penna.



Philadelphia, Penna.



**20 Extra Quarts of Milk**  
Count 'em  
From Every Sack of  
**International Special Dairy Molasses Feed**

as compared to using wheat feeds or ground grains. We guarantee this increase has been secured in hundreds of actual tests. INTERNATIONAL SPECIAL DAIRY MOLASSES FEED contains protein, molasses and fat combined in proper proportions to provide the necessary nutrients and energy required for maximum milk production. Both protein and molasses produce milk. Special Dairy contains both.

This great feed is digestible and palatable and is skillfully processed and mixed, thus insuring a big extra gain in milk. Accept no substitute. Inferior brands offered by other mills cannot produce the same profitable results as Special Dairy.

Ask Your Feed Dealer

**INTERNATIONAL SUGAR FEED CO.**  
MINNEAPOLIS, MINNESOTA  
Live Dealers and District Sales Agents Wanted

**COMPARATIVE FARM PRICES**

The following table compiled by the Bureau of Statistics, Pennsylvania Department of Agriculture, shows the average of the prices of farm commodities prevailing in the different counties of this state on November 1, compared with one year ago: Nov. 1 Nov. 1 1922 1921

Wheat	\$1.05	\$1.07
Corn	.71	.60
Rye	.88	.93
Oats	.49	.45
Buckwheat	.88	.90
Apples	.91	2.43
Potatoes	.81	1.85
Hay	15.90	18.80
Eggs	.49	.54
Farm Butter	.46	.50
Milk per 100 pounds	2.41	2.48
Wool	.84	.21

**HAGERSTOWN, MD.**

Milk producers of the Washington County Farmers' Association have appointed a committee to find a better market for their milk. They claim they are paid only twelve cents a gallon for milk that is retailed for forty-six cents a gallon.—"Reprinted from the Public Ledger" November 2, 1922.

Dairy improvement association records show that the feed cost of 100 pounds of milk varies from 40 cents to \$1.80, depending largely on the production of the herd.

You won't have to take a wailing boy or girl to the dentist so often if they eat enough lime to keep their teeth strong. Milk is rich in lime. Give the boys and girls all they want.

**ANNUAL REPORT OF THE SECRETARY  
OF THE  
INTER-STATE MILK PRODUCERS ASSOCIATION**

The membership of the Inter-State Milk Producers Association shows a healthy if not a phenomenal growth during the past year. We have added 1,170 new members since the last annual report was made. On closing our books for the year on November 24th, we had 15,429 members, or a net increase of 732 over a year ago. The difference in these figures is caused by the activities of our field men and local officers in co-operation with the central office in cutting out all "dead wood" from the lists.

A large group of farmers retire, or cease dairying every year, and these withdrawals must be carefully searched for and recorded. Within the past month the entire county of Dorchester in Maryland was organized and has become an enthusiastic component part of our Association. These members are not included in the above totals.

We now have 251 local units or 7 more than a year ago. These locals have not been uniformly as active as would have been for the best interest of the community, but there has been more such local activity than in 1921.

It is estimated that the field men and officers have attended 150 of such meetings during the year.

In addition to these, the Association has tried out experimentally group "dairy promotion meetings," held in conjunction with the Dairy Council and the State College of Agriculture. One such gathering at Kennett Square, Pa., was attended by 400 farmers and their families. Similar district meetings are already planned for next year.

The secretary would record the appreciation of the officers for the conscientious, painstaking care with which our capable bookkeeper and her assistant clerks have kept the records of your Association during all the years of its existence. We have a duplicate record of our membership that is accessible, accurate and informational. We invite the full co-operation of our members in the efforts of those in the central office to keep track of each member, so as to record changes of addresses, changes of dealers, withdrawals, change of firm name, etc. Will each delegate help by acting as a voluntary information representative for his own locality.

The outstanding feature of the work of your Association for 1922 has been consolidation.

1. We have consolidated our membership.

(a) Through the success of the delegate system for annual meetings, first in operation one year ago, securing for the Association greater local activity and leadership.

(b) Through a thorough revision of our membership lists by field men and central office.

(c) By a personal canvas for new dairymen in business.

2. We have consolidated our markets.

(a) By readjustment made by certain buyers in the method of merchandising their milk purchases.

(b) By new selling arrangements in several districts which needed additional or more satisfactory markets.

(c) Through market improvement in the general standard of quality of our products, through the co-

operation of the Association, the Dairy Council and the buyers, particularly in testing for butter fat, sediment and bacteria.

(d) In some districts markets for milk of special grade have been secured.

3. We have considered or summed up our policies.

Through experience and through contact with others, who have like problems in other fields, our directors have been able to evolve a policy which tried and proven successful under the adverse reconstruction period as well as during the period of rapidly advancing prices in the war. Our members believe in co-operation in principle and are determined to work out their problems along this line. We have gradually, through the past six years, evolved a method of applying the principles of co-operative marketing so well described by one under the following heads as "organize," "standardize," "merchandise" and "advertise."

1. Through organization we are now 15,500 strong.

2. Through standardization of our product, secured better prices and larger consumption.

3. Through merchandizing our product in such forms as bring best returns.

4. Through advertising the value of our product by means of the Dairy Council.

**STATE INSTITUTION HAS  
LARGEST PURE-BRED  
ACCREDITED DAIRY  
HERD IN THE STATE**

An institution of the Commonwealth of Pennsylvania, the State Hospital for the Feeble Minded, at Polk, Venango county, now stands at the head of the owners of accredited cattle herds in Pennsylvania. The Bureau of Animal Industry of the Pennsylvania Department of Agriculture this week issued the final certification to Dr. J. M. Murdock, superintendent of the institution.

The hospital maintains a herd of 303 pure bred Holstein dairy cattle. It is the largest single pure bred herd maintained in the state. In 1917 supervision of the health of this herd was taken over by the Bureau of Animal Industry and frequent tests have been conducted each year since that time.

For more than two years not a single reactor has been found in the herd and under the State and Federal plan it was entitled to be fully accredited as being tested and free from tuberculosis.

The trustees of the hospital, at the suggestion of Dr. Murdock, unanimously agreed to the provisions of the accredited herd plan.

The herd is used entirely to supply dairy products to the 1800 inmates of the institution and it is regarded as a model which the dairymen of Pennsylvania may well follow.

The Bureau of Animal Industry of the Pennsylvania Department of Agriculture will continue to maintain supervision over the herd, the same plan being followed out at all state institutions where dairy herds are maintained.

The people who don't know which side there bread is buttered on could easily be fooled with oleomargarine.

**Healthy, Pure-Bred  
Foundation Stock**

# CHESTER COUNTY

**Healthy, Pure-Bred  
Foundation Stock**

**"THE COUNTY THAT COUNTS"**

## Jerseys

**Financial Sensation**  
153793

**"The Best Bred Bull in  
the World"**

Heads the Herd at

**Greystone  
Jersey Farm**

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

Tie up with the Greystone herd with a son of Financial Sensation, the \$60,000 sire.

## Holsteins

**M. L. JONES**

Westtown, Pa.

SENIOR HERD SIRE

**King Fairview Aaggie  
Colantha, 230913**

Five near dams and sister averaged 35½ lbs. butter in 7 days.

His daughters were first in most every class entered the past two years at the Chester Co. Fair.

First in every class entered at the Holstein Field Day Show, October 28, 1922.

The few heifers that have freshened so far have been high testers.

From this great sire and increase the test of your herd

**PRICES LOW FOR YOUNG  
STOCK**

Herd Under Federal Supervision

**Buy a Young Bull**

From this great sire and increase the test of your herd

**PRICES LOW FOR YOUNG  
STOCK**

Herd Under Federal Supervision

**Frank A. Keen**

West Chester, Pa.

**FOR SPECIAL OFFER**

## Holsteins

**Towns End  
Farms**

Home of the Long Distance Bull

**King Pietertje  
Ormsby Piebe 17th**  
No. 294184

His Four Nearest Dams Average:  
Butter—1 yr.—1123 lbs.  
Milk—1 yr.—24185 lbs.

Bull Calves for Sale at Farmers' Prices

Also a few Heifers and A. R. O. Cows bred to K. P. O. P. 17th

Approved Cows Taken for Service

**E. P. ALLINSON**  
WEST CHESTER, PA.

ACCREDITED HERD

## Holsteins

**Blue Rock Farms**

Senior Sire

**King Valdessa Pontiac  
Tritonnia No. 313861**

His Dam's Record  
POLLY DOUGLAS FAYNE

Butter—1 year 1268.2 lbs.

Milk—1 year 24,468 lbs.

Per cent. Fat 3.99

Ranked 4th in 4 year old class in

America 1921

Next Issue see Record of

Junior Sire

Nothing to sell at this time

**Herd Federal Tuberculin Tested**

**Charles J. Garrett**

West Chester, Pa.

**FOR SPECIAL OFFER**

## Ayrshires

**Westtown  
School Farm**

WESTTOWN, PA.

Our herd is headed by two splendid young bulls.

**PENSHURST SANDY**

Prize winner at National Dairy Show 1921. A son of Netherton Statesman Imported and grandson of The Champion of Scotland Brae Rising Sun.

Bull Calves for Sale at Farmers' Prices

Also a few Heifers and A. R. O. Cows bred to K. P. O. P. 17th

Approved Cows Taken for Service

**BARON'S ITHAN OF  
WESTTOWN**

Son of Baron's Best of Bargenoch Imported, one of the ten highest producing bulls of the breed.

**FOR SALE**

Grandsons of Baron's Best of Bargenoch Imported from high producing officially tested cows.

Federal Tuberculin Tested

## Holsteins

Boost Your Sales

THIS SPACE FOR SALE

Write

The Milk Producers Review

721 Head Building

Philadelphia

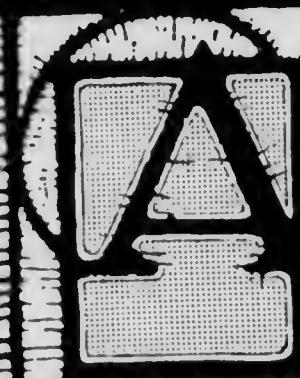
FOR SPECIAL OFFER

## Pleasant View Farm Guernseys

**SR. HERD SIRE**  
Itchen Gold Raider of Maplehurst

No. 47166

</



## ASK FOR POTASH

The present conditions in the business of the farmer and in the fertilizer industry call for serious thought. Both are going through a readjustment period, with its hardships and doubts.

The farmer may well ask whether he is using the most profitable fertilizer. The fertilizer salesman may well inquire whether he is selling the kind that will do the farmer the most good, and lead to larger sales in the future.

During the war America could not get Potash, and the use of acid phosphate increased. Central Europe could not get phosphates, and the use of Potash Salts increased. Today plenty of Potash can be had at less than pre-war prices. Now is the right time to restore the balance by using more Potash in the fertilizer formulas than the average amount used before, 5 to 10 per cent.

Crops take from the soil very much more Potash than phosphoric acid. On any soil where Potash has been profitable it is not unreasonable now to use at least as much Potash as phosphoric acid. Ask the fertilizer agent for prices on this kind of goods, and rebuild your soil while Potash is cheap.

Recently it has been shown that a lack of available magnesia causes serious injury to important crops on some soils. German Kainit and Manure Salts furnish this soluble magnesia without extra cost.

SOIL & CROP SERVICE, POTASH SYNDICATE  
H. A. HUSTON, Manager

42 Broadway New York City

Ask for POTASH-Buy POTASH-Use POTASH

## POTASH PAYS

### MILK PRODUCTION COSTS IN DELAWARE

The latest addition to exact information on the cost of milk production collected by the United States Department of Agriculture is contained in Department Bulletin 1101, Unit Requirements for Producing Market Milk in Delaware, by J. B. Bain and Ralph P. Hotis. This is the seventh of a series of milk-cost studies that began in 1915 and that includes, in addition to the area in Delaware, market-milk sections in North Carolina, Indiana, Vermont, Washington, Louisiana and Nebraska. The Delaware project was begun in 1919 and extended over two years. The milk was sold in Philadelphia and Wilmington and the farms were subject to the sanitary inspection methods of those cities.

The information collected has been so arranged that the various costs can be studied in detail month by month, and winter costs can be compared with summer costs. During the winter months the requirements for producing 100 lbs. of milk having an average butterfat test of 3.6 per cent. were: Concentrates, 53.7 lbs., hauling and grinding concentrates, \$0.01, dry roughage, 114.2 lbs., silage and other succulent roughage, 91 lbs., bedding, 17.9 lbs., pasture, \$0.06, human labor, 2.6 hours, horse labor, 0.6 hours; total other costs except depreciation on cows, \$0.79; depreciation on cows, \$0.24.

The average production per cow per year was 5,439 lbs. of milk, and the re-

December, 1922

### DETERMINATION, PLUS SKILL CREATES GREAT HOLSTEIN PRODUCER

When on October 26, the great Holstein cow, Kolrain Marion Finderne, completed her year's semi-official test at Loeb Farms, Charlevoix, Mich., her owners, Mr. and Mrs. A. H. Loeb, were scarcely able to realize their sudden good fortune.

Phenomenal records are to be expected in large and long-established herds, but Mr. and Mrs. Loeb had the remotest idea a year ago, that, in their small herd the cow Kolrain Marion Finderne was entering a race against the world's record for milk production. She did not actually beat the present world's record, held by a cow favored by year around pasture on the Pacific slope, but she did produce a total of 35,339.5 lbs. of milk—the largest record ever made by a cow this side of the Rocky Mountains. She is therefore holder of the world's record for yearly milk production among cows fed and cared for under conditions which surround the average cow in our northern dairy states.

The history of the Holstein herd at Loeb Farms began in 1918 with the purchase of five females, all of the Finderne strain, and a herd sire that is a son of that marvel among Holstein bulls, Sir Pietertje Ormsby Mercedes. This quintet of foundation cows included a heifer named Kolrain Marion Finderne which as a senior four-year-old made a year's record of 28,851.8 lbs. milk and 1,036.3 lbs. butter.

With but a few weeks rest she was, following the birth of her next calf, again put on test and during the 365 days which followed, made the marvelous record of 35,339.5 lbs. milk and 1,278.56 lbs. butter. For the two years she stands next to the world's record holder for milk and butter production combined.

Thus, within a period of five years, Loeb Farms has sprung from a position of complete obscurity to a place among the leading Holstein breeding establishments of the country.

This rapid rise is of course primarily due to the wisdom of the owner in selecting for his foundation stock the offspring of some of the greatest producers that the Holstein breed affords.

Credit must be given also to the loyal and efficient herd management that is to be found at Loeb Farms. This includes the proper daily care of the heifers and milking females and the selection of a ration that yields maximum production without being in any way injurious to the cow.

The ration fed to Kolrain Marion Finderne was both simple and inexpensive—a ration such as any dairyman or breeder of average means may provide. For roughage, she was fed mixed clover and alfalfa hay, also beets, silage and beet pulp. For grain, the maximum amount for any one day was never more than 25 pounds. During the first nine months of her latest test she was fed a leading dairy ration practically straight. Then, to provide a wider ration for the latter part of her lactation period, she was fed a mixture consisting of the same ration and crushed oats.

With this ration she produced more than four pounds of milk for each pound of grain fed. For each 100 pounds of milk produced the grain cost was less than 54 cents. Moreover this ration was, it is believed, largely responsible for the persistence of "Marion's" production, as will be judged from the fact that in the last full month of her test she produced 2,540 lbs. of milk.

December, 1922

### ANNUAL ADDRESS

H. D. ALLEBACH, President Inter-State Milk Producers Association

(Continued from page 1)

which show that the amount of fluid milk coming into the Philadelphia Market has been steadily increasing. Figures available show that with an approximate gain in consumption of a million quarts a month in 1921, a further proportionate gain of approximately 10 per cent. in 1922 is noted.

The increased consumption is reflected in a greater demand for fluid milk is evidenced in the fact that local buyers have been reaching out for more milk. During 1922 three receiving stations were opened by one buyer through the effort of your association, in the Cumberland valley, stabilizing market conditions for our members in that section. Several other receiving stations have been opened in the Philadelphia area and others are in consideration.

#### Inter-State Dairy Council

The educational work of the Dairy Council has been an outstanding feature in the increased consumption of milk in this territory. Its co-operative work with the Inter-State Milk Producers Association has been of the highest order, particularly in connection with its Department of Quality Control. There is absolutely no doubt but that if a satisfactory market is to be maintained the consumers must be considered and the greater the consumption the more exacting is the consumer as to the quality of the product. Therefore to sustain and maintain a good market it is imperative upon each and every dairyman to cooperate in our effort to produce milk of a quality that will be entirely satisfactory to the consumer.

#### Membership and Organization

The increase in membership during 1922 has been below our expectations, aggregating about 1150. This is probably due to the fact that there has been no increase in our field and organization forces and that the work of the present force has been largely along lines of corrective and adjustment work. It is also to be noted that the pro rata expense of securing new members is relatively higher. Twenty-six more locals required attention than two years ago.

Considerable more attention should be given to the field work, particularly in connection with check testing and weighing, but any elaboration along this line must be incident to an increase in the income of the organization. In the past two years our membership has shown an increase of nearly 25 per cent. while the revenue has increased but 6 per cent.

Early in 1922 an approximate budget system for expenditures in the various departments of association work was compiled by your executive committee.

This budget while not as complete in all details as might be desired was used most successfully as a basis of expenditure and will form the basis from which a complete budget system for 1923 can be compiled.

#### State and National Activities

Your association has been active in legislative affairs, both state and national, in which the farmer has been deeply interested.

In a national way the tariff was given considerable attention and it was the co-operation of the dairy interests generally that resulted in the passage of a tariff law in which the farmer obtained greater recognition and more protection for his products than ever before.

(Continued on page 13)

# Need Help

In Planning Your Entertainment for  
Your Community, Your  
Local or Club  
Meetings?

Call on the Dairy Council, it is  
Your Organization

You may have lecturers and speakers on "Milk for Health," "How a City Gets Its Milk Supply," "Dairying in Foreign Lands," "Better Dairying Methods" and other subjects.



Motion Picture Films on Dairying Subjects, Lantern Slides, Plays for the Children, Literature, Posters, etc.

These Are at Your  
Service Without Cost

The Dairy Council has carried the message of "Milk for Health" to thousands of consumers and producers. Why not include those in your community.

Let Us Plan Your Entertainment

Write for Detailed Information

Philadelphia  
Interstate Dairy  
Council

721 Heed Building

Philadelphia

**20 per cent crude protein**

**20 per cent digestible protein**

**Only digestible protein fills milk pails**

Do you know the difference between *crude protein* and *digestible protein* in a dairy feed?

Crude protein is the total amount of protein discovered by the chemist's analysis. Not all this is *digestible protein*. Alfalfa meal has as much *crude protein* as Bran, but only about two-thirds as much *digestible protein*.

High protein analysis means little unless the protein is *digestible*. Union Grains contains 24% protein, of which 1/3 is *digestible*. This high digestibility is one important reason for the superior milk-producing value of this feed over all others.

1. UNION GRAINS is strong in *digestible protein*.  
2. UNION GRAINS is low in fibre content.  
3. UNION GRAINS is low in moisture.  
4. UNION GRAINS is light and bulky—highly digestible.  
5. UNION GRAINS is palatable.  
6. UNION GRAINS is safe to feed.

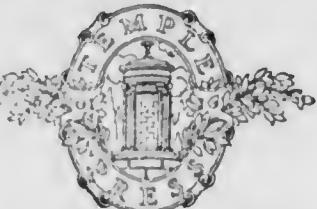
UNION GRAINS was the first commercial dairy feed made. It has given continuous satisfaction for over 20 years.

Write us for free milk record sheets

THE UBIKO MILKING COMPANY, Dept. I Cincinnati, Ohio 1-21

# UNION GRAINS

LET US  
DESIGN  
YOUR  
STATIONERY



PEDIGREE  
CATALOGS  
OUR  
SPECIALTY

HORACE F. TEMPLE  
PRINTER

BELL PHONE NO. 1 WEST CHESTER, PA.

## MILK CANS

Phila. and New York  
Patterns

Extra Heavy All Sizes

### Milking Pails

All Styles

Special Closed Top Pails for  
Clean Milking

Strainers  
Straining Cloth  
Can Brushes  
B-K Disinfectant  
Wyandotte Cleanser

Everything Necessary for  
Making Clean Milk

DeLaval Separators and Milking  
Machines

Louden Barn Equipment  
Unadilla Silos

Write for catalog and prices

Wilmington Dairy Supply Co.

J. F. GRIFFITH, Prop.

216 W. 7th St. Wilmington, Del.

### BUTTERMILK FEEDS INVESTIGATED

The so-called buttermilk feeds, now being offered to stockmen and poultry breeders throughout the state have been the basis for a thorough investigation by the Bureau of Chemistry of the Pennsylvania Department of Agriculture.

Suspicion of the chemists was first aroused over the length of time that some of the buttermilk feeds retained their freshness. Samples were secured and thoroughly analyzed, as were samples of fresh buttermilk.

It was found that in some cases, manufacturers had removed valuable constituents from the buttermilk and had added other materials such as lime, for preserving purposes.

The investigation has been conducted for several weeks and the Bureau of Chemistry is preparing to insist that where the so-called buttermilk feeds are not in reality the whole buttermilk, that the feeds must be so labelled and that only feed containing the whole buttermilk can bear a buttermilk label.

The feed prepared by one large western firm was found to contain five times the amount of sulphates contained in whole buttermilk while chlorine was almost entirely absent from the manufactured product.

It is quite possible that the figures for some of the southern groups are a trifle low, as they do not include milk from "family cows" which forms quite an item in mild climates where pasturage is possible during the greater part of the year. "Milk Inspector Letter No. 67."

Weighted average... .70 .040 17.5

It is interesting to note the differences between the sections. A number of factors influence milk consumption, such as price, keeping quality, available supply, etc.

A study of these records shows that it pays best to put feed into big producers, even though they are big eaters,

## COW TESTING ASSOCIATIONS

### AVONDALE-WEST GROVE ASSOCIATION

J. M. Farrell, Tester

Number of herds tested during the month of October, 28; cows in milk, 420; cows dry, 42; cows on official test, 5; number cows producing over 40 lbs. fat, 54; over 50 lbs. fat, 23; number cows producing over 1000 lbs. milk, 55; over 1200 lbs. milk, 21.

The ten highest producing cows in butterfat for the month follow:

Owner	Breed of Cow	Lbs. Milk	% Fat	Lbs. Butterfat
J. M. Hutchinson & Son	A. Holstein	1747	4.2	75.4
Geo. Mason	G. Holstein	1659	4.4	73.0
Dr. Worth	G. Holstein	1327	5.0	66.4
J. A. Correll	R. Jersey	1119	5.6	62.7
Dr. Worth	A. Holstein	1142	5.2	59.4
Dr. Worth	R. Holstein	1110	5.0	56.6
J. M. Smyth	G. Guernsey	1711	3.2	54.8
S. Chambers	R. Jersey	1089	5.0	54.4
H. Gates	G. Holstein	1177	4.7	54.3
W. F. Whittle	G. Guernsey	1244	4.3	53.5

### HONEYBROOK ASSOCIATION

Emery R. Crayton, Tester

Number of herds tested during month, 25; cows in milk, 277; cows dry, 54; number cows sold unprofitable, 7; number of cows producing over 40 lbs. fat, 10; over 50 lbs. fat, 1; number cows producing over 1000 lbs. milk, 16; over 1200 lbs. milk, 7.

The ten highest producing cows in butterfat for the month follow:

Owner	Breed of Cow	Lbs. Milk	% Fat	Lbs. Butterfat
John Yoder	G. Holstein	1085	4.9	53.1
David Hartz	G. Holstein	1168	4.2	49.5
George Sander	G. Holstein	1467	3.3	48.4
David Hartz	G. Holstein	1220	3.8	46.3
David Hartz	G. Holstein	1265	3.6	45.5
David Stoltzfus	G. Holstein	793	5.7	45.2
David Stoltzfus	G. Guernsey	891	4.8	42.7
David Hartz	G. Jersey	808	5.2	42.2
David Hartz	R. Holstein	716	5.8	41.5
David Stoltzfus	R. Holstein	1116	3.6	40.2

### CONSUMPTION OF MILK AND CREAM IN CITIES OF THE UNITED STATES

Our citizens are appreciating more fully the food value of milk and its usefulness in the diet. This has resulted in an increased consumption of milk per capita in the United States. Ten years ago, about six-tenths of a pint of whole milk was consumed for every man, woman and child. Recent figures show that seven-tenths of a pint per capita is now used, which is an increase of nearly 17 per cent.

Data on which this statement is based were obtained in 1922 from health departments of 356 cities all over the country. These cities have a combined population of over 32,000,000, so it is thought the figures are representative.

The accompanying table shows the per capita daily consumption of milk and cream by geographical sections. The figures include only the milk and cream consumed as such, and do not include milk and cream for manufacturing purposes.

Location of cities	Per capita daily con- sumption	Gal. of milk sold for each gal. of cream	
		Milk Pints	Cream Pints
East South Central... .47	.032	14.7	
South Atlantic..... .50	.035	13.2	
West South Central... .57	.024	23.8	
Middle Atlantic..... .68	.025	27.2	
West North Central... .72	.034	21.2	
Pacific..... .74	.041	18.0	
East North Central... .74	.056	18.2	
Mountain..... .76	.092	8.3	
New England..... .89	.045	19.8	

According to figures based on 18,014 yearly individual cow records, as butterfat production increased from 100 to 400 pounds there was a regular increase of about \$16 in income over feed cost per cow for every 50 pounds of increase in average production of butterfat. As the yield of butterfat increased from 109 pounds to 396 pounds, the returns above the dollar expended for feed increased from 35 cents to \$1.52.

The cows having an average milk production of 3,250 pounds showed an average income of \$32.25 over the cost of feed, while those producing 13,250 pounds showed an average income of \$218.19 over feed cost. The cows in the latter group produced four times as much as those in the other group, and their average income over cost of feed was nearly seven times as great. The increase in income above feed cost grew regularly with the increase in production.

A study of these records shows that it pays best to put feed into big producers, even though they are big eaters,

December, 1922

MILK PRODUCERS REVIEW

Page 13

## ANNUAL ADDRESS

H. D. Allebach, President Inter-State Milk Producers Association

(Continued from page 11)

many of the questions which are asked at meetings and through personal correspondence. There is much in the way of education and information, not only in reference to your own organization but of matters of interest in co-operative enterprises, or legislation in general that you should be informed on.

### In Conclusion

I am pleased to say that your organization has definitely forged ahead during the year 1922. It has accomplished many things. Not only the outstanding features on which I have touched but in many, many individual or collective problems that have come, and rightly so, to the attention of your officers, executive committee and board of directors.

In a very large number of cases satisfactory adjustments have been made between individual producers and buyers. In many cases unsatisfactory market conditions between groups of producers and buyers have been corrected and in some cases strenuous measures were necessary. In several instances milk buyers have been furnished to take the output of whole districts in order that unsatisfactory conditions in such territories might be eliminated.

In each one of these cases it was the close co-operation of our members that enabled your officers to bring about the desired results.

I cannot too strongly urge upon every member of the organization the closest possible co-operation, as it has been demonstrated that without this it is difficult and often impossible to attain the desired end.

Your organization is to be congratulated on the successful work of the year, and I personally wish to thank the officers, the executive committee, the board of directors and the membership at large as well as our office and field forces for their efforts in transacting the affairs of the association which has made for the past successful year, and now just a word as to the future.

There are still many problems ahead of us, some will be carried over from this year, new ones will develop and we must lend every effort, as an organization, to meet these problems and to dispose of them to the best interest of the membership at large.

It must be remembered, however, that we are not a small group facing problems and conditions in our own respective small circles but that we have a membership of 15,549 milk producers covering a vast territory in four states, with varying local conditions and that the major problems of our association must necessarily be considered on a broad basis, keeping in mind that supply and demand are the chief factors in our marketing methods and that we must be guided not by individual conditions alone but by those confronting us without our territory as well as from within. We are a part of the world's market for milk and such must be guided, to a material extent, by world's market conditions.

Co-operation of the highest order is the watchword of success and with the full co-operation of all, officers, directors and the entire membership of the Inter-State Milk Producers Association, we can look forward to another successful year in 1923.

**P. F. C. F.**

## Open Formula Feeds

Have you had trouble with your Butter Fat Test? Do you know the cause of this trouble? It is a known fact that where accurate testing of butter fat in milk is made, this trouble can frequently be traced to feeding Faulty Unbalanced Rations. The bad effects of feeding Faulty Unbalanced Rations may not show up for weeks or even months.

Rations, too frequently, are judged "Good" or "Bad" by the increase or the decrease in milk flow seen IMMEDIATELY following a change from one feed to another. This is a poor way to judge any ration.

Do not bother trying out rations where the amount of digestible matter in each ton is not given. You cannot get something out of nothing! Buy a Dairy Feed that will give you more milk, better milk and above all a cheaper milk.

Buy P. F. C. F. Open Formula rations and know what you are getting.

You will get more milk and have a better cow.

### P. F. C. F. Milk Maker

24% Protein—9% Fibre—5% Fat

### The Formula

200 lbs. Distillers Grains	360 lbs. Standard Wheat Bran
500 lbs. Cottontail Feed	260 lbs. Yellow Hominy
240 lbs. Oil Meal O. P.	200 lbs. Ground Oats
200 lbs. Standard Wheat Bran	140 lbs. Gluten Feed
100 lbs. Standard Wheat middlings	1506 lbs. Digestible Nutrients
100 lbs. Yellow Hominy	The best possible mixture that can be put together

# The Bestov Calendar

Equipment to handle milk



from cow to consumer

## Washing in Cold Weather

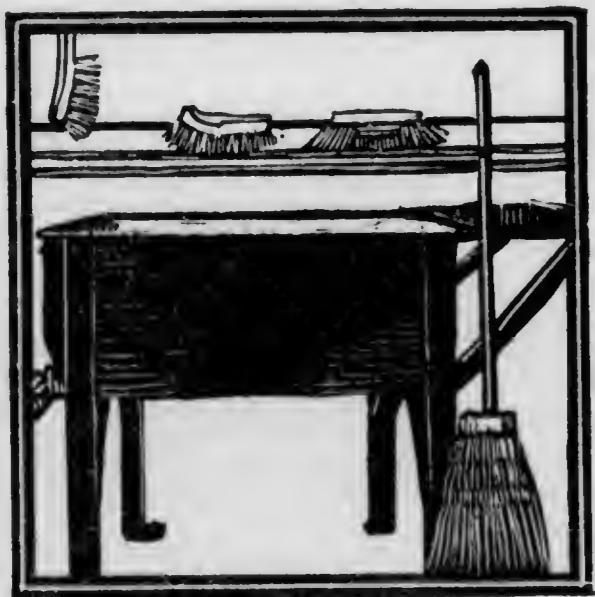


Proper equipment makes the scrubbing of cans and other utensils a more comfortable winter time job.

Secure your requirements of this kind from our stock—the largest in Philadelphia as well as in the whole state of Pennsylvania or New Jersey.



Wood Soled Shoes



Wash Tanks

Brushes  
Brooms  
Cleansers  
Cans  
Boilers

EVERYTHING TO HANDLE MILK

Cherry-Bassett-Winner Company

Succeeding Phila. Farmers and Dairymen's Supply Co.

Bell Telephone  
Locust  
1018

1918 Market St.  
PHILADELPHIA

Next to  
Stanley  
Theatre

## ANNUAL MEETING Inter-State Milk Producers Association

(Continued from page 2)

## Tuesday's Session

The early morning program included visits by groups of delegates and members under the direction of the association workers to plants of the Suppleton-Wills-Jones Co., Abbotts Alderney Dairies, Harbison's Dairies and Dolfinger's Dairies.

The regular morning business session was called to order by President Allebach when the Committee on Resolutions made its report. The following resolutions were unanimously adopted.

The Inter-State Milk Producers Association representing 15,449 milk producers in Pennsylvania, New Jersey, Delaware and Maryland in sixth annual meeting assembled in Philadelphia, Pa., December 4th, 1922, unanimously urges the United States Senate Committee on Agriculture and Forestry to report favorably to the United States Senate and urges the early passage by the said Senate of the Voigt Bill H. R. 8086, prohibiting the manufacture of filled milk in United States possessions and its movement in interstate and foreign commerce, and be it further

Resolved: That certain of the agricultural papers which have heretofore failed to endorse this measure, be urged to give their earnest support to the Voigt Bill as well as all state legislation prohibiting the manufacture and sale of filled milk, the traffic in which is a menace to the public health and to the dairy industry generally.

The institutions of the country responsible for agricultural education and the extension of this knowledge among our farmers, have in the past, we feel, given too large a proportion of their attention to increasing agricultural production and too little by far to adequate methods of distribution.

The marketing and purchasing organizations which the farmers themselves have brought into being to correct their serious economic situation, need trained executives and employees and widespread knowledge among their members of the principles of co-operation and of marketing and farm management.

Therefore be it resolved by the Inter-State Milk Producers Association in annual meeting assembled, December 4, 1922, that the agricultural colleges, the State Departments of Agriculture, and Agricultural Extension Services in our territory be urged to furnish adequate facilities for research in and teaching of marketing and farm management.

Whereas the burning of barns in Delaware and Chester counties has become almost a nightly occurrence in these counties, and

Whereas farmers in these counties are doing all they can to protect themselves from this great loss to the agricultural interests.

Therefore, be it resolved by the Inter-State Milk Producers Association, representing 15,449 milk producers in Pennsylvania, New Jersey, Delaware and Maryland in sixth annual meeting, assembled in Philadelphia, December 4, 1922, that we ask the Governor of Pennsylvania, Honorable Wm. C. Sproul, to take such action as in his judgment will prevent these fires and bring to justice these guilty parties.

Whereas the first Monday of December is the time set by laws for the meeting of township officials in the State of Penn-

sylvania, and whereas the New Jersey State Grange meets during the middle of the same week, and whereas the Pennsylvania State Grange meets the following week.

Therefore, Be it resolved that the date of holding the annual meeting of the Inter-State Milk Producers Association be changed to the first Friday following the first Monday in December of each year.

Whereas, the freight rate on 4 per cent. milk coming into the city of Philadelphia is at present about 12 per cent. of the gross receipts, and

Whereas, We think this is taking an unjust share of the farmers' gross receipts.

Therefore, Be it resolved that we ask the directors to take this matter up with the different railroads, or proper authorities, with the idea of securing a reduction in freight rates.

Whereas, we feel the need of the association establishing a testing department in the city of Philadelphia.

Therefore, Be it resolved that this meeting ask the directors to take such action that will in their judgment meet this need.

Following an open discussion of matters of interest, addresses were made by M. O. Maughan, Secretary National Dairy Council, Chicago, Ill.; E. M. Baily, President International Milk Dealers Association, Pittsburgh, Pa.; E. W. Montell, Dorchester county, Maryland; A. A. Elmore, National Board of Farm Organizations, Washington, D. C. and Alva Agee, Secretary of Agriculture for New Jersey, Trenton, N. J.

Secretary Agee said in part:

"This country has not a sufficient number of people to perform all its manual labor. We depended upon immigration to take care of the shortage until 1914. The millions of people who came to us each decade made possible a labor wage on farms not too greatly out of proportion to the price of farm products and afforded an addition to our home markets for food products. The World War and our fear of immigration immediately after the war have cut off this normal labor supply. Our statesmen should be able to devise means for meeting our labor shortage through immigration, while holding back those who would not make desirable citizens. It is only a matter of efficient sifting at the other end.

"Transportation is another great thing that must be considered. The restrictions that we have placed upon transportation lines have crippled them so they are not as serviceable as they should be. Our government and public opinion in certain crises have made possible the maintenance of a wage scale in transportation that is extraordinary high in comparison with the earnings of a farmer.

Whereas the burning of barns in Delaware and Chester counties has become almost a nightly occurrence in these counties, and

Whereas farmers in these counties are doing all they can to protect themselves from this great loss to the agricultural interests.

Therefore, be it resolved by the Inter-State Milk Producers Association, representing 15,449 milk producers in Pennsylvania, New Jersey, Delaware and Maryland in sixth annual meeting, assembled in Philadelphia, December 4, 1922, that we ask the Governor of Pennsylvania, Honorable Wm. C. Sproul, to take such action as in his judgment will prevent these fires and bring to justice these guilty parties.

Whereas the first Monday of December is the time set by laws for the meeting of township officials in the State of Penn-

December, 1922

## Barren Cows Can Be Made Profitable

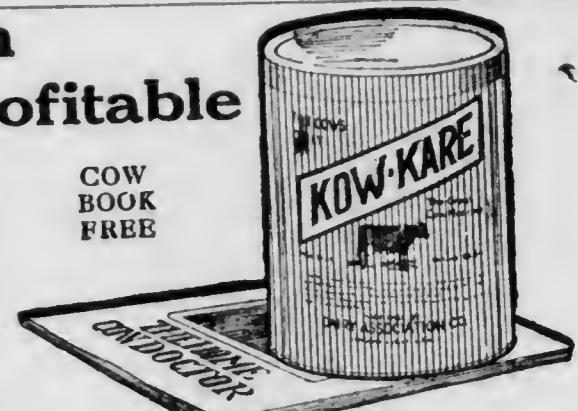
Don't send them to the butcher. They can be made to raise calves and produce milk in paying quantity. Barrenness simply means that the cow's genital organs are too weak to function properly.

Kow-Kare, the greatest medicine, acts directly on these organs and the digestion, correcting the serious disorder. D. B. Thomas, Knightville, Utah, writes us:

"I had a valuable Jersey cow eight years old that had had seven calves. Something went wrong with her after her last calf came, so that for two years she failed to become with calf. I fed her some of your Kow-Kare last Jan. and she was all right the first serving, and long before I had given her the whole package of your Kow-Kare that I purchased."

Mrs. Harvey Ray, Homer, Ill., writes: "The registered Shorthorn cow I wrote you about last year and which I turned over to Kow-Kare under your directions, dropped a fine Bull calf Jan. 2nd. Less than one week of Kow-Kare did the work."

Hundreds of others tell us every year of making valuable producers from cows that seemed hopelessly barren.



Kow-Kare is equally valuable in treating Abortion, Retained Afterbirth, Scouring, Bunches, Milk Fever and Lost Appetite. Thousands of dairymen use Kow-Kare one week each month to keep up the milk yield during the winter months.

Let me mail you a free valuable 32-page book, "The Home Cow Doctor." Kow-Kare is sold by feed dealers, general stores and druggists. We will send either the \$1.25 or 65¢ size prepaid if your dealer is not supplied.

DAIRY ASSOCIATION CO., INC.  
Lyndonville, Vt.

**FOR SALE**  
**REGISTERED HOLSTEIN BULL CALVES**  
From Dams with Large Cow Testing Records and from a Sire whose two nearest Dams, as  
Helfers, averaged 23264 lbs. Milk and 1003 lbs. Butter in 365 Days

I. V. OTTO BOILING SPRINGS FARM CARLISLE, PA., R 6

## Guernseys Bulls WANT HOME

Account hadling more young stock that can produce home winter will sell quick for \$1000. Your choice of three fine registered Guernsey Bull Calves. All Calves straight beautiful marked fawn with white from Federal registered dams and delivered from by Billie, the Royal Master of Riverview 50163 who is a brother of Langwater Steadfast that sold for \$25,000 at Langwater Farm Sale, Sept. 21, 1920. Act quick—Satisfaction guaranteed.

**RIVERVIEW FARMS**  
SWARTHMORE, DELAWARE, CO., PA.  
12 Miles from Philadelphia

**PHILADELPHIA**  
(Wood Stave)  
**SILOS**  
**CENTURY**  
(Cement Stave)  
**SILOS**  
OPENING ROOFS  
(Full silo without refilling)  
Cutters Feed Trucks

E. F. Schlichter Co.  
10 S. 18th St., Phila.

**B-K**  
Bacillus K  
The Sentinel of  
Sanitation

**Sure  
Germ Killer**  
Scientifically correct for prevention and  
treatment of:

Contagious Abortion  
Barrenness  
Retained Afterbirth  
White Scours  
or anywhere a Disinfectant is used  
Powerful  
Harmless  
Clear and  
Clean

B-K is a concentrated pure hypochlorite such as is used and  
by veterinarians, physicians  
and breeders.

General  
Laboratories, Inc.  
MADISON, WIS. Gal. and 5 Gal. Pkgs.

## Reading Bone Fertilizer

**Quality Service Satisfaction**  
Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Sick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)

Ask your dealer for  
Reading Bone Fertilizer.

Write for  
booklet and further information.

Rading Bone Fertilizer Co., Reading, Pa.

**Prest-O-Lite**  
STORAGE BATTERY  
Service Station

A battery recharged here is one charged properly—for it is constantly under competent observation when it is "on the line" and exacting care is taken to prevent overcharging or any other injury.

Your battery lasts longest when we handle it.

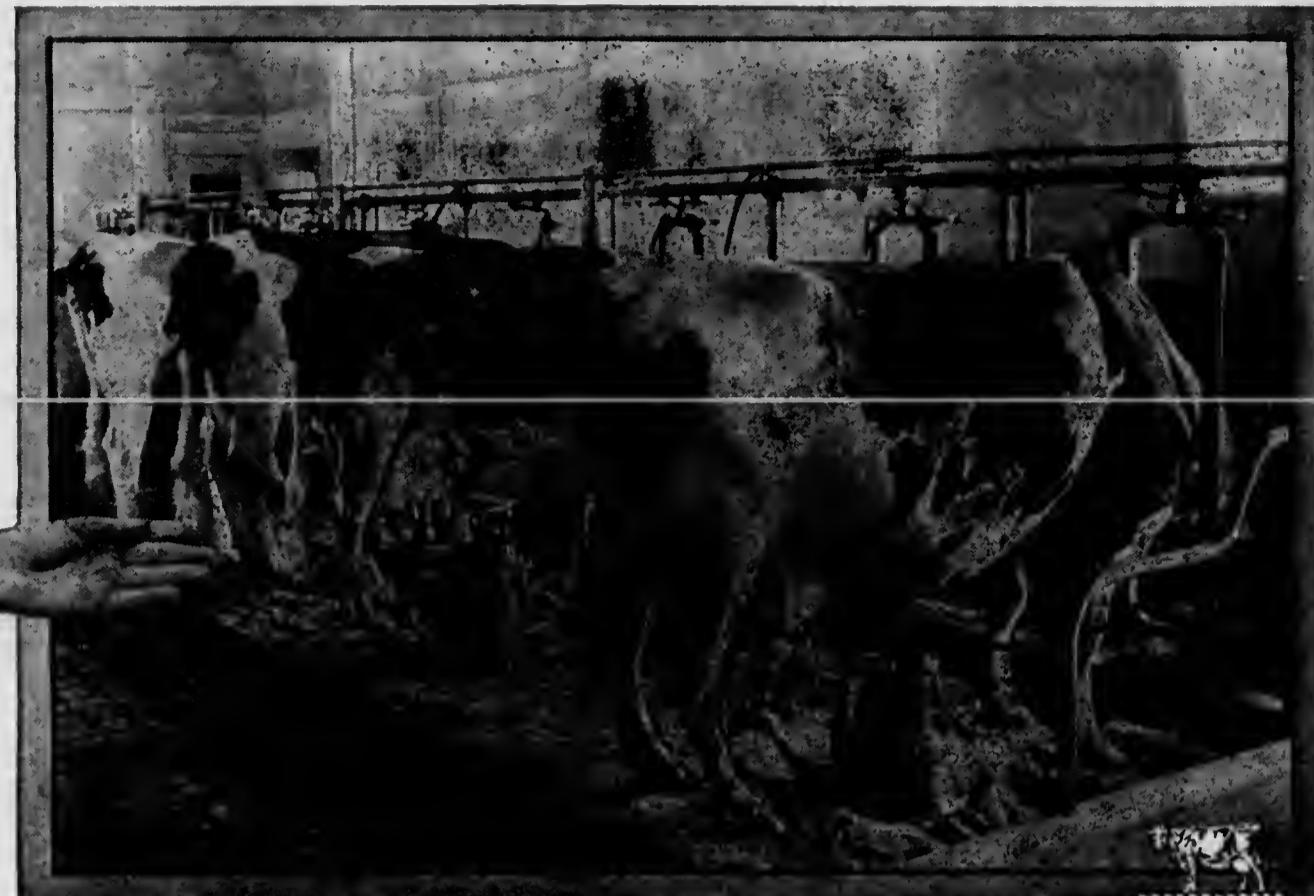
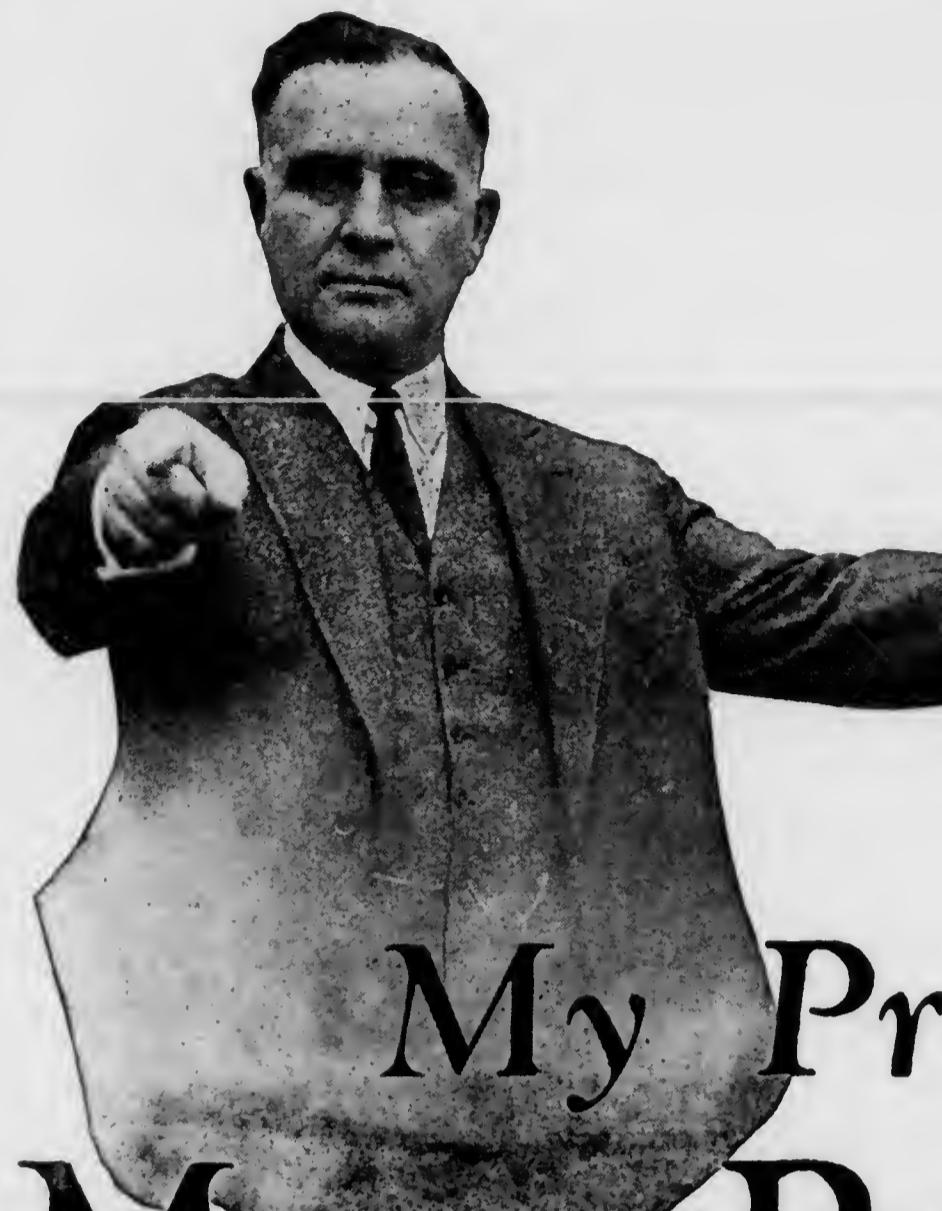
OUR SERVICE is unbiased and dependable.

**Pusey & Young Storage  
Battery Station**  
WEST CHESTER, PA. COATESVILLE, PA.

**Edeson Phone Co.** 6 Beach St., Dept. 43 Boston, Mass.

**BEFORE AND AFTER TESTING**  
A farmer sold a bull calf for \$35.00. Its dam was put on Advanced Registry test and completed a yearly record of over eleven tons of milk and 681 pounds of butter. Her next bull calf sold for \$300, a strong indication of the value of A. R. records on pure bred cows. Details on the method of conducting tests can be secured from the Dairy Husbandry Department at State College.

**E. NEWLIN BROWN**  
Live Stock  
Auctioneer  
WYCOMBE, BUCKS CO., PA.  
Sales Anywhere —Anytime



# My Promise to You: More Profits from Your Cows

H. E. McWHINNEY, President

## Don't Lag Behind

In the days before labor saving machinery there was some excuse for hand labor, even if it was expensive and disagreeable. Everybody else was working by hand so no one was any better off than anyone else.

But times have changed! Today no dairyman can afford to milk by hand. If he does he'll be left behind in the march of progress. His neighbors will all milk by machine. They'll produce milk for less money. They'll make bigger profits, and while he is struggling to make a living they'll be increasing their herds and their farms.

I want to help dairymen to keep up with the efficiency of the times. I want you to know how practical the EMPIRE Milking Machine is, for until you do you'll be losing money you might just as well make on every quart of milk you produce.

Thousands of dairymen all over the U. S. and Canada have been milking their cows

H. E. McWHINNEY, President  
EMPIRE Milking Machine Company  
Bloomfield, N. J.

To Every Farmer and Dairyman:  
I have accomplished my life-long ambition! I am now President of the Empire Milking Machine Company and I will devote its entire energies and immense resources to building EMPIRE Milking Machines for American Dairymen.

I have spent the best years of my life in the Milking Machine business. I have spent years studying the needs of dairymen. I have traveled from coast to coast investigating the successes and failures of all kinds of milking machines. I have sent my engineers all over the world making similar studies—just to improve the EMPIRE!

I know what the farmer wants and what the cow needs in the way of a milking machine, because I am a farmer and dairyman myself. And I know I've got the right machine for you when I offer you the EMPIRE—the world's simplest, most natural and most economical milking machine.

I have dedicated my business career to lightening work and increasing profits for dairymen. I shall not rest until every farmer who milks cows owns an EMPIRE Milking Machine.

If you already own an EMPIRE Milking Machine you've had 100% satisfactory service. I'm here to see that EMPIRE users get satisfaction. If you have never had a milking machine let me show you how it will multiply milk profits and lighten labor for you. If you've had unsatisfactory experience with any other milker—no matter which one—write me personally about it. I want to help you to end dairy drudgery.

*H. E. McWhinney*  
PRESIDENT  
EMPIRE Milking Machine Co.

# EMPIRE Milking Machines

with the EMPIRE for years—market milk producers and owners of record-breaking, pure bred cows have equal success.

## Unchallenged Supremacy

The EMPIRE stands alone in its years of satisfactory service. It has proven itself the greatest boon ever offered to dairymen.

I stake my reputation on it by placing my whole organization behind it; my whole plant covering acres of floor space; my company's immense financial resources and my unlimited manufacturing facilities—the finest machinery money can buy. I know the EMPIRE Milking Machine is right and to prove my confidence I have backed it with the most sensational, the most sweeping and the most binding guarantees ever placed on any piece of farm or dairy equipment. Let me send you the exact terms of this wonderful guarantee. The EMPIRE is the only milker that carries such a guarantee. It is the only one that can carry it.

## ACT NOW!

Don't let anything keep you from these increased dairy profits. Don't let anyone prevent you from getting full information about the EMPIRE Milking Machine. Sit down right now and write to me—I'll see that you get personal attention and that the facts and my latest catalog are placed in your hands, no obligation—

## ALL FREE

EMPIRE Milking Machine Company

Bloomfield, N. J.

# INTER-STATE Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

VOLUME III

WEST CHESTER, PA., AND PHILADELPHIA, PA., JANUARY, 1923

NUMBER 9

## DECEMBER MARKET CONDITIONS SEASONABLE IRREGULARITY NOTED

Following the usual custom, December conditions in the fluid milk market had their ups and downs. Early in the month there was a distinct shortage of fluid milk, not only in the Philadelphia Milk Shed but in the other large distributing centers as well. In some districts price advances brought about a marked decrease in consumption so that the supply automatically went from shortage to a surplus. In the large consuming centers in the Philadelphia Milk Shed where shortages occurred, no price increases were made, but buyers supplemented their supplies from nearby sources with the result that there was no decline in consumption until the holiday season, when the usual falling off took place, but without effecting market conditions.

It was quite a problem to anticipate the market during the past month. For a time butter prices advanced steadily and stocks decreased, but toward the close of the month the butter market declined and the situation became clearer. A conference with milk buyers was called during the month and the situation carefully canvassed and it was decided to make no change in the basic price but to lend every effort toward maintaining the October basic price through 1923 as long as warranted by conditions of supply and demand.

Platform conditions in the Philadelphia market were irregular. Early in December temporary shortages held milk at a premium, at times 8 cents a quart delivered Philadelphia was paid. At other times the price dropped to 6 cents a quart. During the last ten days of the month the price held at 7½ to 6 cents, according to daily supply and demand.

**Prices**  
The price of Grade B Market Milk in December was 7½ cents per quart for 4 per cent, fat, delivered Philadelphia, or \$2.79 per hundred pounds for the same grade at receiving stations in the 51-60 mile zone.

**Basic and Surplus Plan**  
The basic and surplus price under the Philadelphia Selling Plan again becomes operative with January. Basic quantities on which the basic price, the same as quoted for December, will be paid, represent the average amount of milk shipped during October, November and December.

Class I surplus price, represented by the average price of 92 score, solid packed creamery butter, New York City, plus a bonus of 20%, will be paid for an

amount of milk above the basic quantity and equal to it in quantity. Milk in excess of twice the basic quantity will be paid for at the average 92 score solid packed creamery butter price, New York City, the bonus being omitted.

### Butter Conditions

Statistically the butter market is in exceptionally good condition. Compared to 1921 consumption has been decidedly heavier. Toward the close of the month of December it was shown that the holdings of butter in the four large markets

Whatever may come in the way of a permanent organization, no group ever had a better spirit than that shown by the First National Conference of Farmers' Business Organizations, which held a three days session in Washington, D. C., December 14, 15, 16, 1922.

The call for the meeting was made by a conference committee of 15, representing the various co-operating agricultural marketing associations.

There was a large and representative attendance of the various co-operative organizations from throughout the United

Many instances of increased returns from crops since co-operative marketing, warehousing, etc., has come into being.

After a formal organization various committees were appointed to report on the leading features of interest to the conference.

These included a committee on Rural Credits, on Co-operative Merchandising, on Temporary and Permanent Organization and on Resolutions.

Briefly, the report of the Committee on Rural Credits announced that as a general policy that the primary reliance of the farmer for credits for production or for marketing should be upon the local banker and that under the normal conditions, the local banker is likely to meet the greater part of such needs.

That the Federal Reserve System should be modified so as to meet special requirements of farm credits and to permit the financing of farmers and farmers' co-operative marketing associations conveniently and efficiently through normal banking channels.

That the maximum basis of loans from Farm Land Banks be raised from ten thousand to twenty-five thousand dollars and that the maturity of agricultural paper be extended to a maximum limit of nine months, and the committee further recommend that the co-operative marketing associations do not ask anything from the Federal Government, except that legislation be enacted to permit farmers and farmers' organizations to have the same access to the federal credit system adapted to its needs, that all other industries now possess; and to make provision for unforeseen emergencies through the Farm Credits Departments of the Farm Land Banks.

The Merchandising Committee recommended the improvement and standardization of the various farm products, as well as containers, the establishment of brands and labeling which would fully and honestly indicate exactly the nature of all products offered for sale and the point of origin of such products. That legislation be enacted requiring that all containers of foreign agricultural products be conspicuously marked in English, showing name and nature of contents, the country of origin and original date of packing.

It was also recommended to all co-operatives that in every practicable way they consistently and persistently emphasize the beneficial bearing of their

(Continued on page 8)



Jeanette of The Prairie 2nd. Grand Champion Guernsey Cow National Dairy Show 1922. Owned by W. W. March, Waterloo, Iowa

**TIMELY FARM SUGGESTIONS**  
 By County Agent, E. P. Walls  
 Easton, Md.

There is probably no weed in Maryland which causes more concern than wild garlic. According to official grain standards of the Federal Government, garlic wheat is "all wheat which has an unmistakable odor of garlic or wild onions or which contains garlic or wild onion bulbules in a quantity equal to one or more bulbules in 1636 grains (about 23 pounds of wheat). No doubt a large percentage of farmers in Talbot county are only too familiar with this grade of garlic wheat.

Then too, those who are patrons of our local cooling stations know what a disagreeable and uncertain period we go through every spring with milk delivered to these stations—it being almost impossible, it seems, to keep the odor of garlic out of the milk where it is plentiful on farms in the spring.

On account of the serious nature of this pest it would seem that nothing could be much more important than a concerted effort on the part of the farmers of the county toward its eradication, and there are two or three basic principles in the eradication of garlic which may be enumerated.

First. Clean seed which is free from garlic bulbules is necessary. Of course, one of the best ways to keep from perpetuating this pest is to stop sowing it.

Second. The more difficult proposition is the eradication of such garlic as is already growing in our fields. This cannot be done all at once, but certainly it would seem wise to start working toward this end as soon as one conveniently can in the rotation. The Extension Service of Purdue University, Lafayette, Indiana, has issued a bulletin entitled, "Wild Garlic Eradication" which contains some very simple rules which might be carried out just as well here as in Indiana. It states that "Wild Garlic" can be destroyed by a system of cultivation consisting essentially of deep fall plowing in such a manner as to turn the garlic tips entirely under, followed by early spring plowing and planting to a cultivated crop such as corn or soybeans in rows. It recommends that this system be followed for at least three years on any one field. It would not be a difficult matter to work out a system of rotations on farms in Talbot county which would tend to the eradication of this, and at the same time permit the production of normal crops every year.

At some future time it is hoped to discuss more in detail the life history of the plant because, no doubt, one then sees the reasonableness of certain cultural methods in its eradication. However, at this time it would seem pertinent to call attention to these two main things, that of fall seed wheat free from garlic and a little later the fall plowing of the corn acreage for the eradication of this pest.

Of course, it is realized that there is an objection to plowing the corn tillage in the fall, thus doing away with whatever fall pasture and spring pasture this field might give us, provided it is a sod field, which the corn tillage usually is. Then too, it is not the best farm practice, except in extraordinary conditions, to leave ground bare over winter. Both these objections might be overcome by plowing the corn tillage for next year in the fall of the previous year, and seedling to rye, barley or wheat as a winter cover crop and early spring pasture crop, with the idea that it would be turned down in the spring and the field planted to corn.

**3 GOOD AYRSHIRE RECORDS FOR KEYSTONE STATE**

Harleyholm White Rosie 5th 46814 completed an Advanced Registry record with 15521 pounds of 4.32% milk, yielding 670.85 pounds of butterfat. This test was begun at 9 years, 196 days. In the second month of her lactation she produced 2145 pounds of milk, 82.00 lbs. of butterfat. Rosie 5th is owned by Glen Foord Farms, Torresdale, Pa.

Starting test at the advanced age of 11 years, 89 days, Auchenbainzie Katie 32936 Imp. produced 15196 lbs. of milk, 605.02 lbs. of butterfat. This is the most creditable record for a dairy cow of her age and is a further indication of the inbred characteristic of the Ayrshire.

**INTER-STATE MILK PRODUCERS ASSOCIATION**  
 Statement of  
 HORACE P. GRIFFITH & CO.  
 Certified Public Accountants  
 PHILADELPHIA, PA.

Pursuant to your request we have audited the accounts of the Inter-State Milk Producers Association, for twelve months, ending November 30, 1922, confirming our examination principally to the verification of cash receipts and disbursements and to the preparation of statements presented herewith, as follows:

Schedule No. 1. Balance sheet at November 30, 1922.  
 Schedule No. 2. Statement of Profit and Loss for the year ending November 30, 1922.  
 Schedule No. 3. Deficit account at November 30, 1922.  
 Schedule No. 4. Statement of expenses for the year ending November 30, 1922.  
 Schedule No. 5. Accounts receivable at November 30, 1922.

**CASH**

The cash balances were reconciled as of November 30, 1922, and confirmed by certificates of depositaries. The petty cash fund was examined on December 1st and found to be intact.

**Disbursements**

Cancelled checks were compared with the cash book and all items found to be supported by proper vouchers.

**Investments**

The Liberty Bonds were not examined by us but were confirmed to us by letter from the National Bank of Chester County, West Chester, Pa., stating the bonds were shown to them by your treasurer, Mr. Robert F. Brinton, in whose possession they are.

**EXPENSE ACCOUNTS**

**Organization**—This account includes salaries, traveling and other expenses incurred in connection with the promotion of the organization's activities, securing new members, etc.

**Directors and Executive Committee**—To this account are charged the salaries and traveling expenses incurred by members of the Board of Directors and Executive Committee other than officers when engaged in the work of the Association.

**Officers**—This includes the salaries and expenses incurred by the officers of the Association in the discharge of their duties.

**Adjustment**—All expenses relating to adjustments of differences arising between producers and dealers are charged to this account.

**Testing**—To this account are charged the expenses of checking up records of tests, weights, etc.

To other accounts, Milk Producers Review, National Milk Producers Federation, Annual Meeting and office details are shown which are self-explanatory.

Respectfully submitted,

(Signed) HORACE P. GRIFFITH & COMPANY

A copy of the full detailed statement of the accountant is on file in the Philadelphia office of the Inter-State Milk Producers Association, where it may be inspected by any member of the Association.

**MARYLAND WEEK**

The annual meetings of the Maryland Agricultural Society, County Farm Bureaus, County Federations and affiliated associations, the great state farm conference of Maryland is being held at the Francis Scott Key Hotel, Frederick, Md., January 10, 11, 12, 1923. A very elaborate program has been prepared with the idea of "putting more business into agriculture."

One dairy improvement association counts among its accomplishments that at least ten poor-producing cows were sold in a single month.

**DIRECTORS MEETING INTER-STATE MILK PRODUCERS ASS'N**  
 January, 1923

A meeting of the Board of Directors of the Inter-State Milk Producers Association was held in the Philadelphia offices, December 18th, 1922, to consider market conditions and to plan for the enlarged program or service proposed for 1923.

Reports as to conditions in the various districts of the Philadelphia Milk Shed were made by the various directors, the markets being generally reported in satisfactory condition.

A formal plan of notification to all the members of the association, advising of the unanimous adoption by delegates and members in attendance at the annual meeting of a resolution to increase the commission rate from one cent to two cents per hundred pounds was adopted and directed to be mailed each member and which would serve as an amendment or rider to the contracts now in force.

In view of the increased space necessary to accommodate the proposed association milk laboratory and quarters for the additional field workers, necessary under the enlarged program for check testing, weighing and organization work, and further in view of an advance in the rental of the present headquarters, it was decided to give notice of termination of the lease and to procure new headquarters in the vicinity of the present location, if possible. The matter was left in the hand of the Executive Committee for immediate attention.

It was also decided that additional field men be added after the first of the year and that the proposed enlarged service program would necessarily have to be of gradual growth as the proposed laboratory could not be installed until new headquarters could be located and established, which would probably require several months.

Following a general report of conditions in the various territories by the directors, President Albrecht suggested that in view of the higher costs of feed, it might well be to call a conference of the buyers of milk to consider the advisability of advancing the price of milk. While it was believed that the season was probably not the best for such action, nevertheless, a conference would bring out the exact situation as far as supply and demand was concerned. The Executive Committee was then directed to call such a conference at an early date.

Resolutions were adopted that the association lend its aid in the preparation and introduction of bills prohibiting the manufacture and sale of filled milk, in the legislatures of both Pennsylvania and Delaware, and that every effort be made to have such measures become laws.

**NEW LEAFLET ON CLEAN MILK**

A leaflet on clean milk, showing that milk of high quality may be easily produced by following a few simple rules, has been issued by the Dairy Division of the United States Department of Agriculture. To produce milk clean enough to meet all the requirements of city inspection is chiefly a matter of carefulness, and the methods are not difficult to understand or especially hard to carry out for anyone who has the inclination.

The leaflet consists of four pages: (1) Clean, healthy cows, (2) sterilization of milk utensils, (3) use small-top milking pails, and (4) cool milk promptly. Each subject is illustrated, and references are given to bulletins which explain it further. "Keep milk clean, covered, cold," is the concluding advice.

**PENNSYLVANIA FARM PRODUCTS SHOW**

The seventh annual Pennsylvania Farm Products Show will be held in Harrisburg, Pa., January 23-26, 1923.

From every indication this show promises to exceed all other previous shows. Plans for the exhibition features are far more elaborate than heretofore. Many of the fruit and vegetable entries represent prize winners at the various county farm shows. Elaborate educational exhibits are also planned.

Dairy products will be featured and the competition in milk and butter is particularly keen.

The various farm, dairy and breeders organizations will hold meetings in Harrisburg during the week. For the third successive year the Pennsylvania Society of Farm Women will hold their annual convention during the show.

**Dairymen's Day**

Wednesday, January 24th, will be Dairymen's Day.

The Pennsylvania Breeders and Dairymen's Association has prepared the following program of addresses for that day:

9:30 A. M. Milk Legislation—R. W. Balderston, secretary Pennsylvania State Dairy Council, Phila., Pa.  
 10:30 A. M. Opportunities in Dairying—Dr. C. W. Larsen, Chief Dairy Division, U. S. Department of Agriculture, Washington, D. C.

11:30 A. M. High Prices for Milk—L. B. Cook, manager Beaver Dairy Association, Beaver, Pa.

1:30 P. M. Increasing the Efficiency of the Dairy Herd—E. B. Fitts, in charge Dairy Husbandry Extension, Pennsylvania State College.

Every dairymen should make plans to attend this great educational show, and particularly arrange to be present on Dairymen's Day.

**Railroads Reduce Rates**

All trunk lines in the territory have reduced railroad fares to Harrisburg to cover the Farm Products Show.

The Certificate Identification Plan, whereby a certificate will be issued by the secretary of the participating organizations and is to be presented at the regular ticket windows of the railroad when buying tickets. Purchase round trip tickets to Harrisburg, which, on presenting the certificate, will be sold for one and a half fare rate.

**Get Your Certificate First**

Apply to R. W. Balderston, secretary Inter-State Milk Producers Association, 721 Heed Building, for certificate in connection with your membership in the association, covering New Jersey and Pennsylvania.

County agents in the various counties in Pennsylvania will also be provided with certificates, from whom they may be obtained.

One certificate will be sufficient to take care of one member and dependent members of his or her family.

Arrange to get your certificate several days before the time you expect to leave for Harrisburg, it will save you trouble and delay, as well as money.

Visit the Inter-State Milk Producers Association's booth in the Emerson Building at the Pennsylvania State Farm Products Show, January 23, 24, 25, 26 and don't forget to sample Real Pennsylvania Baked Potato with Real Pennsylvania Butter—also see our animal exhibit, "Milk Made the Difference"—you will be interested.

**COW TESTING ASSOCIATIONS TELL TRUTH TO DAIRYMEN**

The study of production records of large numbers of cows, made possible by the work of the many cow testing associations that have been organized in almost every part of the country, has brought out a great deal of information on the possibilities of dairy cow improvement and on the efficiency of various methods and practices. The records of many thousands of cows have been gone over in the last few years by the United States Department of Agriculture.

From the lowest-producing group of cows to the highest-producing group every jump of 50 pounds in annual butterfat production was accompanied by an increase of about \$16 in income over cost of feed. The more fat produced, the bigger this income. A few heavy producers are better than a large number of light yielders.

The average production of the 21,234 cows whose 12-month records have been studied was 6,077 pounds of milk and 248 pounds of butterfat, or about 50 per cent. more than the average of all the dairy cows in this country. The records show that selection of animals and better methods of feeding raise average production rapidly during the first year or two that the cow testing association is in operation, but the figures for subsequent years show small gains.

Each year more farmers realize the value of the testing association as a basis for herd improvement. On July 1, 1922, there were in operation 513 associations, including 12,458 herds and 215,321 cows, as compared with 452 associations the previous year. Wisconsin and Minnesota, two of the greatest dairy states, showed great gains in testing associations. During the year the number in Wisconsin grew from 103 to 127, and in Minnesota from 23 to 37.

**BADLY TUBERCULOUS AREAS MAY BE FREED FROM DISEASE**

In the region that includes the New England States, New York, Pennsylvania, and New Jersey, there is extensive interest in the eradication of bovine tuberculosis. At the Eastern States conference on the subject, recently held, much information of value to dairymen and cattle breeders was presented by state and federal sanitary officials. Their estimates, based upon the results of actual tests of a large number of herds, show that in some parts of this area nearly 30 per cent. of the dairy cattle have the disease. It seems to be most prevalent in the thickly populated states of Connecticut, Massachusetts, and Rhode Island, but infection is extensive in New York, New Hampshire, and Vermont. Pennsylvania and New Jersey herds have about 9 per cent. of diseased cattle, while Maine has only 2.7 per cent.

To these states, as well as many others, tuberculosis is a serious economic problem, but since the disease makes herds unprofitable or greatly reduces their efficiency, it pays to get rid of it. Keeping up a herd of diseased cows is just as hopeless as it is to maintain a factory or other business at a loss from year to year. Many a dairymen in this area has been financially ruined without knowing the real cause.

Since the plan for getting rid of the disease in definite areas has been carried out with such success in so many countries, there is reason to believe that even in the badly infected localities it is possible to eradicate the plague and keep it out.

# Need Help

In Planning Your Entertainment for Your Community, Your Local or Club Meetings?

Call on the Dairy Council, it is Your Organization

You may have lecturers and speakers on "Milk for Health," "How a City Gets Its Milk Supply," "Dairying in Foreign Lands," "Better Dairying Methods" and other subjects.



Motion Picture Films on Dairying Subjects, Lantern Slides, Plays for the Children, Literature, Posters, etc.

## These Are at Your Service Without Cost

The Dairy Council has carried the message of "Milk for Health" to thousands of consumers and producers. Why not include those in your community.

### Let Us Plan Your Entertainment

Write for Detailed Information

## Philadelphia Interstate Dairy Council

721 Heed Building

Philadelphia

## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.

F. P. Willits, Managing Editor  
A. A. Miller, Editor and Advertising Mgr.  
Published Monthly by the Inter-State Milk  
Producers Association, Inc.

Business Offices  
24 E. Market St., West Chester, Pa.  
720-1-2-3 Head Bldg., Philadelphia, Pa.

Editorial Office  
720-722 Head Bldg., Philadelphia, Pa.  
Bell Phones Locust 5391, Locust 5892  
Keystone, Race 6879

Printed by Horace F. Temple  
West Chester, Pa.

Subscription Price  
50 cents a year in advance  
Advertising rates on application

Officers and Directors  
Inter-State Milk Producers Association  
President, H. D. Albrebach  
Vice President, Frederick Shangle  
Secretary, E. W. Baldwin  
Treasurer, Robert F. Brinton

J. H. Benford F. P. Willits  
H. D. Albrebach F. O. Ware  
H. D. Albrebach Albert Sarig  
John V. Bishop Frederick Shangle  
E. Nelson James E. H. Doman  
E. R. Pennington S. J. Troutman  
F. A. Tracy H. I. Lauver  
Ira J. Book J. A. Poerbaugh  
A. B. Waddington S. Blane Lehman  
A. R. Marvel Harry B. Stewart  
J. Brady Smith

"Entered as second-class matter, June 8, 1920, at the post office at West Chester, Pennsylvania, under the Act of March 3, 1879."

### Editorial



We are at the threshold of the new year. Our plans and hopes are for a prosperous and happy one and it is our expectation and belief that they will be realized.

Dairying is rapidly taking on a new phase. There has been a steady forward movement during the past year and if the success of the dairy industry, and particularly the business of the dairy farmer in the Philadelphia Milk Shed is to prosper, it must be largely through our own efforts.

The consuming public, our customers, are being steadily and increasingly informed and educated, through our own Philadelphia Inter-State Dairy Council, in the value of milk as a food and they are already at it and what we ask is that every individual member do his part to make it the full success that it will ultimately be.

### USE OF OLEO SHOWS MARKED

#### DECLINE DURING PAST YEAR

The use of oleomargarine declined sharply in Pennsylvania during 1922, according to reports issued by the Bureau of Foods of the Pennsylvania Department of Agriculture. During 1922 there were 1,204 fewer licenses issued for the sale and use of oleomargarine than in 1921.

In many cases individual producers may think it a hardship to follow to the letter some of the requirements for making better milk, but it is not. In many other milk producing districts far more stringent rules and regulations are prescribed and must be followed. In instances the failure of one producer to adhere to certain requirements, results in the rejection of all of the milk taken in at that station.

To bring about just the desired result in the Philadelphia Milk Shed the only thing needed is the co-operation of, not a few, but all the milk producers in the territory and with the aid of the Quality

1921 1922  
Hotel ..... 1 1  
Restaurant ..... 3 8  
Wholesale ..... 75 60  
Boarding House ..... 82 47  
Retail ..... 5,823 4,169

Total ..... 5,484 4,280

When all is said and done increased production of high-grade products is the surest way to farm profits.

Control Department of the Dairy Council, we believe, that, with the proper spirit of co-operation we will be successful in that end and to the advantage and betterment of all.

Let's resolve, That everybody put their shoulder to the wheel and that we all push together, and make the Inter-State Milk Producers Association the best of its kind and of the greatest value to its members.

### THAT TWO CENT COMMISSION

The increase in the amount of commission for handling members milk was not proposed without careful consideration. The plan was developed and discussed from all angles by your directors. They consulted with producers on the farms in meetings and wherever they met, and the plan was believed sound.

It was then presented to the annual meeting—individual members and delegates officially sent to the meeting to represent the locals. Not a dissenting voice was raised. Your association was working on less commission than any other organization in any of the important producing markets. It was believed that better service was necessary for the good of every member and to give that service funds were necessary—and the service to be extended accrued to members only—non-members not receiving the proposed betterments. Here was a distinct gain to our members—and at a cost of one cent additional per hundred pounds.

The approval of the members and delegates were unanimous.

Your organization is gratified and the more so in that since the annual meeting many locals have met and sent in word—"We approve of the additional one cent commission."

The meeting was held to enable representatives of the organization to outline the proposed program of the Inter-State Association during the coming year.

Frederick Shangle, vice president, addressed the meeting, and after reviewing general market conditions outlined at length the program which the organization expects to carry on during 1923, particularly in connection with the enlarged plan for check testing, weighing and organization work, for which purpose the members and delegates had in annual meeting and by unanimous vote provided additional revenue by increasing the commission paid by members from one cent to two cents per hundred pounds.

If you did not get your copy, advise any one of the directors and officers and a copy will be sent you.

Your officers propose starting the enlarged program just as soon as possible.

Additional testers and field men must be employed, plans of work must be laid down and the new forces must be organized—it's no small job, but they are already at it and what we ask is that every individual member do his part to make it the full success that it will ultimately be.

### IN CHARGE OF PENNSYLVANIA DAIRY EXTENSION WORK

E. B. Fitts, for the last eight years a dairy extension specialist at the Oregon Agricultural College, at Corvallis, Oregon, has been appointed to take charge of the dairy branch of the Agricultural Extension Service at the Pennsylvania State College. Graduating from the Connecticut Agricultural College in 1893, Professor Fitts spent a number of years with the Louisiana Experiment station, followed by ten years as manager of a large dairy and livestock farm in New York State. For several years before his period of service with the Oregon College, he was an instructor in dairy husbandry at the Connecticut Agricultural College.

The following figures show the number of licenses issued this year as compared with 1921:

1921 1922  
Hotel ..... 1 1  
Restaurant ..... 3 8  
Wholesale ..... 75 60  
Boarding House ..... 82 47  
Retail ..... 5,823 4,169

Total ..... 5,484 4,280

### MILK PRICE CONFERENCE

The Executive Committee of the Inter-State Milk Producers Association called a Price Conference with buyers of milk in the Philadelphia Milk Shed on Friday, December 22nd.

The meeting was held in the office of the association and was attended, in addition to the Executive Committee, by upwards of 40 milk buyers from Philadelphia, Camden, Wilmington, Harrisburg, Trenton, Pottstown, Reading, Allentown, Easton and other points.

The general market situation was thoroughly canvassed. While milk in some sections was short, other territories in the Milk Shed had an over supply and following precedent a sharp decrease in consumption was due late in December and early January. Costs of production, it was agreed, were higher, but it was considered unwise to advance prices to consumers in face of a declining demand.

It was decided, after three hours of discussion, that it would be best to conserve the stability of the market and make no change in the basic price at this time, but every assurance was given by buyers that every effort would be made to maintain the present basic price, if possible, throughout the year.

The committee, however, reserves the right to call a further conference to consider prices whenever market conditions warrant it.

### OXFORD LOCAL APPROVES INCREASED COMMISSION

The Oxford, Chester county, Pa, local of the Inter-State Milk Producers Association, held a meeting in Oxford, Pa., Saturday evening, December 23rd, 1922, upwards of 150 members being in attendance.

The meeting was held to enable representatives of the organization to outline the proposed program of the Inter-State Association during the coming year.

During the past month several additional workers have been added to the Dairy Council staff. These include Miss Miriam Kennedy and Miss Grace Yocom in the Nutritional Department, and Miss Orlowsky in the Dramatic Department.

### DAIRYMEN'S LEAGUE CO-OPERATIVE ASSOCIATION NOVEMBER PRICE

The Dairymen's League Co-operative Association, Inc., has announced the pooled price paid farmers for November milk per hundred pounds based on Grade B. Market Milk, 3% butterfat, in the 201-210 mile zone as follows:

Total Pool Price ..... \$2.53  
Credited to Certi. of Indebtedness ..... 20

\$2.33

Total administrative and other ex. .065

Cash payment, Dec. 25, 1922 ..... \$2.265

The base price for December milk was \$8.37 per hundred for Class I and \$2.90 for Class II milk. These same base prices have been named for January, 1923.

### WELL WORTH OBSERVING

At a public school recently visited by one of the Dairy Council workers the sale of milk to school children aggregated 350 half pint bottles per day. At this visit one of the series of Dairy Council talks to school children was given.

A visit to this same school one week later developed the fact that the children were then drinking 757 half pint bottles of milk at their school lunch period.

Dry, clean stalls mark one step toward healthy barns.

### DAIRY COUNCIL

December has been an active month and although the holidays have to some extent interrupted school work, the various departments have taken advantage of the lull to plan and prepare for the late winter and spring campaigns.

Several new features have been added to the health program. A new motion picture film, "A Trip to Healthland" is being shown. "The Lacties," a booklet of attractive verses in rhyme for small children, telling of milk qualities that make for health and growth, and a booklet of receipts, "For Your Health," are ready for distribution.

The Quality Control Department has completed a special campaign to improve the milk supply of the city of Trenton, N. J., and an intensive campaign is being carried on in Cumberland county, Penna.

Health plays were given in connection with the Bucks County Farm Products Show.

Nutritional campaigns of varying intensity have been carried on in Lancaster, Pa., Trenton, N. J., Wilmington, Del., Narberth, Pa., Doylestown, Pa. and other points.

Plans are also under way for an intensive nutritional program in Harrisburg, Pa. These programs include general health plays, motion pictures, lantern slides, poster and essay contests, health talks, etc., embracing the complete Inter-State Dairy Council Nutritional Program.

Many of these features are particularly adaptable to small group demonstrations in the country schools and community gatherings. It would be worth while communicating with the Dairy Council for such features. Tell them your problems and they will undoubtedly be able to help you out.

During the past month several additional workers have been added to the Dairy Council staff. These include Miss Miriam Kennedy and Miss Grace Yocom in the Nutritional Department, and Miss Orlowsky in the Dramatic Department.

### DAIRYMEN'S LEAGUE CO-OPERATIVE ASSOCIATION NOVEMBER PRICE

The Dairymen's League Co-operative Association, Inc., has announced the pooled price paid farmers for November milk per hundred pounds based on Grade B. Market Milk, 3% butterfat, in the 201-210 mile zone as follows:

Total Pool Price ..... \$2.53  
Credited to Certi. of Indebtedness ..... 20

\$2.33

Total administrative and other ex. .065

Cash payment, Dec. 25, 1922 ..... \$2.265

The base price for December milk was \$8.37 per hundred for Class I and \$2.90 for Class II milk. These same base prices have been named for January, 1923.

### WELL WORTH OBSERVING

At a public school recently visited by one of the Dairy Council workers the sale of milk to school children aggregated 350 half pint bottles per day. At this visit one of the series of Dairy Council talks to school children was given.

A visit to this same school one week later developed the fact that the children were then drinking 757 half pint bottles of milk at their school lunch period.

Dry, clean stalls mark one step toward healthy barns.

### LATEST MARKET PRICES

#### SELLING PLAN

Under the Philadelphia Selling Plan, the average volume of milk shipped during October, November and December establishes similar quantities for classification as to basic and surplus milk shipped during the first nine months in the following year.

All milk shipped in excess of the basic quantity and equal in amount to the basic amount will be paid for as Class I surplus. Milk in excess of double the amount of basic milk will be paid for as Class II surplus.

January quotations are based on 3 per cent. butterfat milk, with a differential of 4 cents for each tenth point and 2 cents for each half tenth point up or down.

#### DECEMBER PRICES

#### F. O. B. PHILADELPHIA

#### Grade B. Market Milk

From these prices on cent per 46 quarts to be deducted by the buyer, which together with one cent by the buyer, contributed by the seller, is to be turned over to the treasurer of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign advertising the food value and greater consumption of dairy products. The total commission from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association heretofore.

Basic Price per 100 lbs. milk Freight on 100 lbs. milk

Test	Quantity per 100 lbs.	Price per quart	Miles	Freight on 100 lbs. milk	Price per 100 lbs. milk
3.05	2.97	6.35	1 to 10 incl.	.268	\$2.46
3.1	3.01	6.45	11 to 20	.283	2.45
3.15	3.05	6.55	21 to 30	.303	2.45
3.2	3.07	6.60	31 to 40	.313	2.42
3.25	3.09	6.65	41 to 50	.333	2.40
3.3	3.11	6.70	51 to 60	.343	2.39
3.35	3.13	6.80	61 to 70	.364	2.39
3.4	3.17	6.85	71 to 80	.374	2.35
3.45	3.21	6.90	81 to 90	.389	2.34
3.5	3.23	6.95	91 to 100	.399	2.33
3.55	3.27	7	101 to 110	.414	2.31
3.6	3.29	7.05	111 to 120	.424	2.30
3.65	3.31	7.10	121 to 130	.434	2.29
3.7	3.33	7.15	131 to 140	.450	2.28
3.75	3.35	7.2	141 to 150	.460	2.27
3.8	3.37	7.25	151 to 160	.475	2.26
3.85	3.39	7.27	161 to 170	.490	2.24
3.9	3.41	7.35	181 to 190	.505	2.22
3.95	3.45	7.40	191 to 200	.510	2.

4 SQUARE

## Pennsylvania Farmers' Cooperative Federation

"It is an organization of organizations"

### What It Is

It is a non-profit organization of co-operative community or county farm organizations incorporated under the act of 1919 for the purpose of selling farm products and buying farm supplies, such as fertilizer, feed, seed, spray materials, etc. No individual membership is required in order to participate in its benefits. It will buy or sell for any farm organization at their request.

### How It Operates

P. F. C. F. acts as a central purchasing and selling agent for the local or county organizations. It secures quantity prices on quality goods from various manufacturers and adds to this a small margin to cover operating expense only, then mails weekly price lists to all county units and local farmers' organizations and fills such orders as may result. No financial risk is incurred, as all merchandise is shipped to your local association before payment is required.

### What It Will Do For You

It will enable you to purchase at the lowest possible price, your farm supplies through your local farmers' organization. Because of its larger volume of business handled, it is able to secure a greater degree for your local organization all of the benefits of real co-operation. No risk is involved, no allegiance to any farm organization is interfered with in your dealings with us through your local organization. Ask the secretary of your local association about our record of success, and watch for further announcements.

For Complete  
Information Write  
**J. N. Rosemberger**  
Secretary



Pennsylvania  
Farmers'  
Cooperative  
Federation  
Head Building  
Phila., Pa.

**THE DAIRY LABORATORIES**  
S. W. Cor. 23rd and Locust Sts., Philadelphia, Pa.  
**Consulting and Analytical Chemists**  
Complete Chemical and Bacteriological Analysis of Milk, Dairy Products, Foods and Waters

Lactic Acid Fermenting Cultures for Butter Milk, Butter, Cheese, Sour Cream, etc.  
Chlorine Powder for Sterilizing Milk Utensils  
Dr. C. H. Kimerly, Milk Expert  
Dr. H. S. Johnson, Bacteriologist  
Branches, New York, N. Y. Washington, D. C. Pittsburgh, Pa. Baltimore, Md. St. Louis, Mo.

TRADE  
MARK  
**NICE**  
REG.  
U.S.A.

THE NAME TO GO BY—WHEN YOU GO TO BUY  
**PAINTS AND VARNISHES**  
Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

LET US  
DESIGN  
YOUR  
STATIONERY



PEDIGREE  
CATALOGS  
OUR  
SPECIALTY

**HORACE F. TEMPLE**  
PRINTER

BELL PHONE NO. 1 WEST CHESTER, PA.

In answering advertisements, mention The Review

### SILO ON THE LIST

Progressive farmers who are planning improvements for the coming year will have a silo on the list. We are much behind in our building program both in the city and on the farm, and equipment of all kinds is greatly needed to facilitate proper and economic production.

The stock keeper, especially the dairyman, has proven again that his business is economic. He has demonstrated repeatedly that to market grain and forage through the cow is not only a saving but gives the largest returns for his acres.

In a recent investigation, a number of authorities have stated it was found that the prosperity of a community could largely be determined by the number of cows that they kept. Comparing crop farming sections with dairy communities it was found the bank deposits per capita of the dairy section were nearly twice those of the crop growing. In communities where dairy farming is the leading industry there is little concern over the hard times. People generally have good bank accounts, there is plenty of money for those who wish to borrow, and as the result of a cash paying plan a prosperous condition prevails.

The silo is going to be one of the first buildings considered, for it no longer is an experiment, but has been paying big dividends these many years. The silo comes nearer paying 100% than any other structure on the farm. Many reliable figures are shown where it has paid for itself in single season, and the experienced feeder would count it a calamity to give up his silo.

So many experiments have been conducted by our stations and colleges that it seems almost useless to quote them, for practically all of them have demonstrated the economy of the silo in all sections of the country. Summing up the experiments, conclusions point to the fact that a silo will save a dairy farmer ten cents or more on every pound of butterfat produced and forty cents on one hundred pounds of milk; one dollar on a hundred pounds of beef and one dollar and fifty cents on a hundred pounds of mutton. For growing stock and dry animals the saving will run from five to ten dollars per head per year on the feed bill.

**AN INTERESTING LETTER**  
That there is an appreciation of the effort on the part of the Department of Quality Control of the Interstate Dairy Council, to assist milk producers to improve the condition of their milk for market is evidenced in the letter here-with, which may be considered a sample of many such expressions that have been heard throughout the territory.

West Grove, Pa.,  
December 20, 1922  
Philadelphia Interstate Dairy Council,  
721 Heed Bldg., Phila.,  
Dear Sirs:—

Your letter containing cotton disc, showing sediment in one pint of sample of my milk received and altho the report showed condition to be only fair and "plenty of room for improvement," I wish to state to you that I am in hearty accord with this method of improving the care of milk, and that I believe if carried out at intervals will do much to improve the condition of milk delivered to plants. I use only a rather coarse wire strainer, but will immediately secure a bowl with ring for cloth and cotton. My stable conditions are cleanly. Again pledging hearty cooperation in this work, I am

Respectfully  
A. B. C.

### ICE ON THE FARM

Wherever possible farmers, and particularly dairy farmers, should harvest sufficient ice not only for the cooling of milk, but for general use during the summer months.

The ice harvesting season comes when there is the least work on the farm for both men and teams and as a rule there is very little actual money outlay.

Much time is saved in the summer months when ice can be added to the water in the milk cooling tank and not only a saving in time is involved but also the insurance on your milk supply. The lower the temperature to which milk is cooled and held the better the condition of the milk.

The time and trouble taken to harvest an ice supply will be more than offset by the decreased losses from sour milk due to improper cooling.

It is estimated that the cooling of whole milk during the season will require from 1½ to 2 tons per cow. To meet the needs of the average family on a general farm at least twice that amount would be required.

The following approximate capacity dimensions for insulated ice houses is given:

Quantity

Length

Width

Height

10 tons

10 ft.

7 ft.

7 ft.

20 "

14 "

8 "

8 "

30 "

14 "

10 "

10 "

40 "

18 "

10 "

10 "

50 "

16 "

12 "

12 "

If only a small quantity of ice is to be stored, a pit may be used to advantage, or an uninsulated post ice house may serve your purpose.

Care should be taken that the source of the ice supply is pure—that is free from contamination or pollution.

The cost of building ice houses is not heavy and the advantages in having an ice supply so great that no dairy farm in this district should be without it.

Make your arrangements to harvest as soon as a supply of ice is available. It will pay you in the long run.

### NEW JERSEY AGRICULTURAL WEEK

The eighth annual meeting of the New Jersey State Agricultural Convention will be held in Trenton, New Jersey, January 16, 17, 18 and 19, 1923.

Annual or adjourned meetings of the New Jersey Federation of County Boards of Agriculture

New Jersey State Horticultural Society  
New Jersey State Poultry Association  
Holstein Freisian Co-operative Association of New Jersey

New Jersey Guernsey Breeders Assn.  
New Jersey State Potato Assn.

New Jersey Alfalfa Association  
New Jersey Bee Keepers Association  
Home Economics Conference

New Jersey Swine Growers  
Veterinarians Conference and  
The Town and County Church Conference

will be held during the week.

The New Jersey State Farm Products Show will be held in the armory building during the four days of the agricultural convention and promises to be one of the most elaborate that has ever been held.

Freezing of milk is injurious to the flavor. Use precautions to prevent freezing in the can before delivery to the creamery.

# I'll Make Milking EASIER—BETTER—CHEAPER!



**H. E. McWHINNEY, President**

### I've Got It

*The EMPIRE is the simplest machine—the easiest machine to install and operate—the most natural in action. It is so perfect that I have backed it with the most sweeping, the most binding and the most sensational guarantee ever placed on a piece of dairy equipment. Let me send you the exact terms of this wonderful guarantee.*

Just consider these GREAT ADVANTAGES:

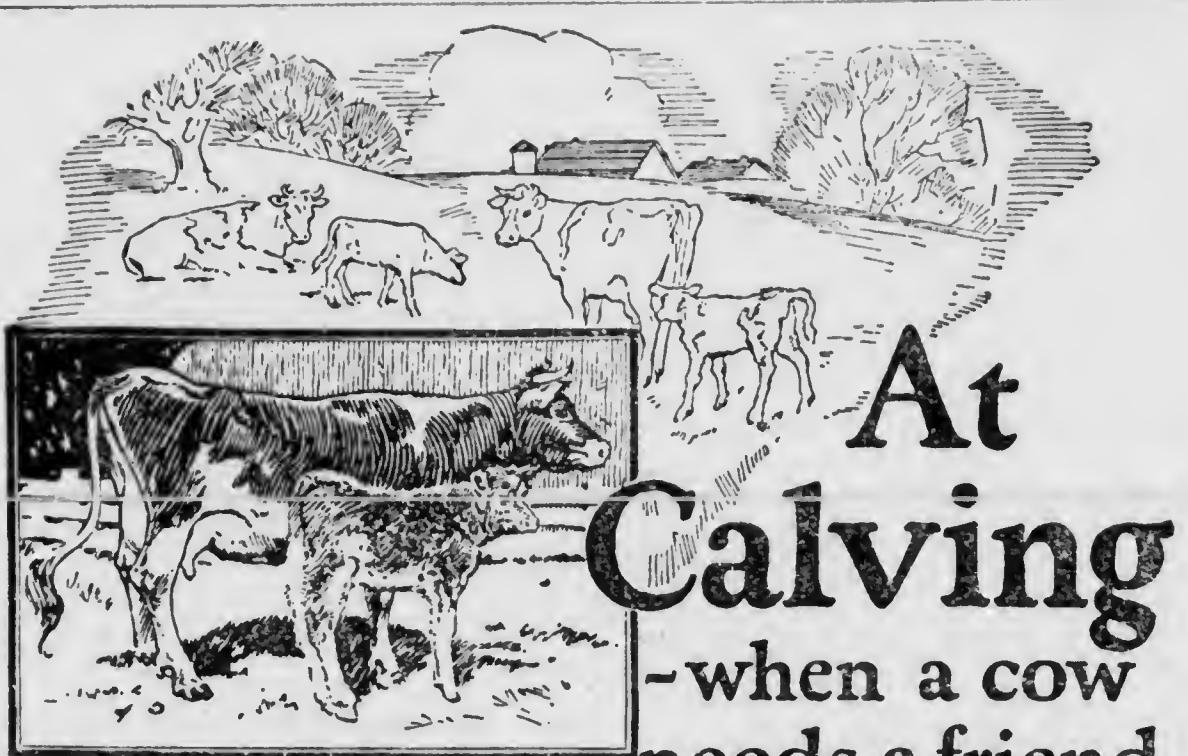
With the EMPIRE you can have your choice of either DOUBLE or SINGLE UNIT.

The EMPIRE has only one pipe line. The EMPIRE has only one pulsator (no complicated machinery on the pipe line). The EMPIRE milks just exactly the way the calf gets his dinner. It feels the same to the cow—first a gentle suck and then a gentle squeeze. That's why the cow almost invariably gives more milk to the EMPIRE.



**EMPIRE Milking Machine Company**  
Bloomfield, N. J.

# EMPIRE Milking Machines



## At Calving - when a cow needs a friend

### "The Home Cow Doctor"

This is the title of a genuinely authoritative book on cow diseases, and how to successfully treat them at home.

We want you to have a copy of this book, and will send it free on request. We merely ask you in return to give us the name of your local dealer. Copy the address on the right, the book has been worth hundreds of dollars to many cow owners by telling them just what to do at critical times.



No NEED to tell you that calving is a severe strain on the vital organs of even the most vigorous dairy cow. In the shock and strain lurk many hazards to health and milk-giving.

The genital and digestive organs, carrying the burden of this function, need help. They need a real friend—before, during and after.

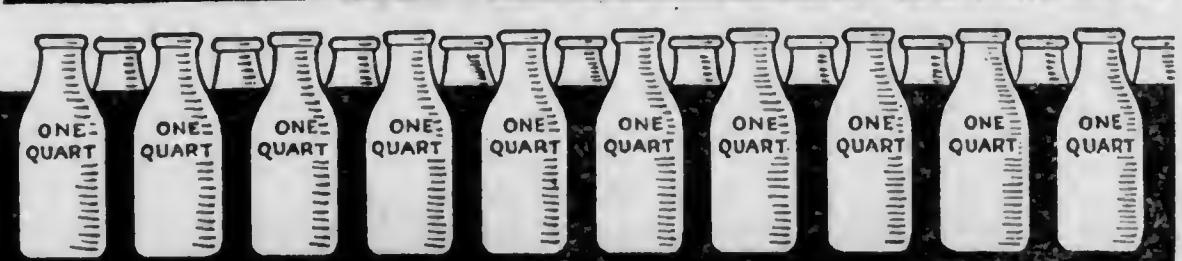
Here is where Kou-Kare comes in strong. It contains the medicinal properties to build up the genital organs to vigor, and regulate the digestive functions as nature requires. Because of its success in bringing cows safely thru cal-birth in perfect condition its use in this emergency is known in most well-regulated dairies.

The use of Kou-Kare is neither expensive nor difficult. Just a tablespoonful of the medicine in the feed twice a day for two weeks before and two or three weeks after cal-birth. A few cents spent to assist nature will repay you with a healthy, productive milker and a vigorous calf.

Kou-Kare is equally effective in treating Retained Afterbirth, Abortion, Barrenness, Scouring, Bunches, Milk Fever, Loss of Appetite, etc. Many dairymen feed Kou-Kare one week each month to every cow, and realize big increases in milk yield thru the added vigor of the herd.

Try Kou-Kare and you will use it always. Feed dealers, general stores and druggists sell it. Large size \$1.25, medium, 65 cts. Semi-prepared dealer is not supplied.

DAIRY ASSOCIATION CO., Inc.  
Lyndonville, Vt.



## 20 Extra Quarts of Milk Count 'em From Every Sack of International Special Dairy Molasses Feed

as compared to using wheat feeds or ground grains. We guarantee this increase has been secured in hundreds of actual tests. INTERNATIONAL SPECIAL DAIRY MOLASSES FEED contains protein, molasses and fat combined in proper proportions to provide the necessary nutrients and energy required for maximum milk production. Both protein and molasses produce milk. Special Dairy contains both.

This great feed is digestible and palatable, and is skillfully processed and mixed, thus insuring a big extra gain in milk. Accept no substitute. Inferior brands offered by other mills cannot produce the same profitable results as Special Dairy.

Ask Your Feed Dealer

INTERNATIONAL SUGAR FEED CO.  
MINNEAPOLIS, MINNESOTA  
Live Dealers and District Sales Agents Wanted



PHILADELPHIA  
(Wood Stave)  
SILOS  
CENTURY  
(Cement Stave)  
SILOS  
OPENING ROOFS  
(Full silo without refilling)  
Cutters Feed Trucks  
E. F. Schlichter Co.  
10 S. 18th St., Phila.

Reading Bone Fertilizer  
Quality Service Satisfaction  
Feeding the World: The American farmer's job. Do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the land—Reading Bone Fertilizer.  
(This trade mark means quality)  
Ask your dealer for Reading Bone Fertilizer.  
Write for booklet and further information.  
Reading Bone Fertilizer Co., Reading, Pa.

## NATIONAL DAIRY COUNCIL OF FARMERS CO-OPERATIVE MARKETING ASSOCIATIONS

(Continued from page 1)  
operations upon the commercial, financial, educational and social structures of our country in order that the ultimate goal of this movement, the co-operation of the producer and consumer may be more quickly attained.

The Resolution Committee presented resolutions:

1. Endorsing the principles of co-operative marketing as most truly offering the opportunity for self help by farmers.

2. High freight rates had proven an excessive burden to producers and consumers and that the Inter-State Commerce Commission immediately hold a hearing for the purpose of opening the whole question of revision of the rate structure now in effect, with a view to lessening, if possible, the burdens now borne by shippers of primary commodities.

3. That co-operative marketing and purchasing organizations need trained executives and that it is hoped that all of our agricultural colleges, state universities, federal and state departments of agriculture, will create more adequate facilities for research work in and the teaching of co-operative marketing and farm management.

4. In recent years there has appeared on the market compounds made of skim milk and cocoanut oil which look, taste and smell like genuine evaporated whole milk and cannot be readily detected from whole evaporated milk except by a chemical analysis. Some of the world's greatest authorities on nutrition have denounced these compounds as being harmful to children and generally injurious to the public health. We therefore urge the passage in this session of the Congress by the Senate of the House Bill, H. R. 8086, intended to prohibit the manufacture of such compounds within the possessions of the United States and their movements in inter-state and foreign commerce.

5. We favor careful but progressive federal legislation looking toward the establishment of uniform standards for containers of farm commodities used in inter-state and foreign commerce.

6. We believe that this conference has been one of the most helpful meetings of farmers which have been held during our experience. We desire to commend the foresight of those agricultural leaders who so wisely suggested and initiated this meeting and to thank them most heartily for their service to the cause of co-operation and to the cause of civilization. We also desire to render acknowledgment and thanks to the daily press of the United States and the farm and trade papers who have assisted in promoting this conference and carrying the news of its deliberations back to the public on the farm.

The committee suggests and recommends to the National Council as the said Executive Committee the following:

Robert W. Bingham, Louisville, Ky., Chairman

Carl Williams, Oklahoma City, Okla., Vice Chairman

Milo D. Campbell, Coldwater, Mich., Vice Chairman

M. G. Coykendall, San Jose, California

J. N. Barber, San Francisco, California

E. D. Miller, New York

E. N. dePoneier, Norfolk, Virginia

Aaron Sapiro, New York, N. Y.

C. H. Foss, Maine

F. B. Chaney, Arkansas

Dr. B. W. Kilgore, Raleigh, N. C.

George C. Jewitt, Portland, Oregon

Howard Leonard, Chicago, Ill.

G. A. Norwood, North Carolina

Dan G. Wallace, St. Paul, Minn.

Dairy improvement associations don't stop with merely a purchased sire for each herd, but aim at a good quality purchased.

January, 1923

MILK PRODUCERS REVIEW

Page 9

## WORLD'S DAIRY CONGRESS MAY COME TO PHILADELPHIA

The World's Dairy Congress Association is actively engaged on plans for the World's Dairy Congress to be held in the United States next year.

At a recent meeting of the Program Committee on Regulation and Control, the following topics for discussion were proposed:

International definitions and standards. Methods of control by law; by gentlemen's agreement; by the industry. Control of cream grading. Control of pasteurization. Regulations tending to uniformity in pasteurization.

Sanitary and legal control of creameries. Control of the buying of raw materials. Commercial and government control of butter grading.

Control of places of milk production.

Importance of sanitation.

Methods of improving farm conditions.

Results of inspection.

Control of country receiving stations.

Control of transportation.

Control of distribution.

Kind and amount of inspection necessary to prevent the contamination of milk and to insure its delivery in good condition. Uniformity in the legal definition of pasteurization.

The effect of the minimum standard in lowering the quality of milk. Laboratory control of milk.

Diseases of cattle which affect the milk. Extent to which the law can go in controlling food products. Methods of detecting adulteration.

Two comes another real job. Every one interested in the Voigt bill must now put their shoulder to the wheel. The members of the United States Senate must be shown the Filled Milk is a menace and that its movement in interstate commerce and export as well as its manufacture in the United States possessions, must be prohibited.

## VOIGT FILLED MILK REPORTED OUT

Large propositions move slowly—and you will admit that the passage of the Anti-Filled Milk Bill H. R. 8086, through Congress is a large proposition. You will also admit that the United States Senate is a large proposition and so is the Senate Committee on Agriculture and Forestry, if ever had anything to do with those bodies.

We have been driving and driving at the Senate Agricultural Sub-committee which held hearings on the Voigt Bill and on the Senate Committee itself for action. We have not said much but we have been on the job—all of us who are interested in the bill—and we have been making progress.

In December several meetings of the committee were held but action held up by lack of quorums.

But on Tuesday, January second, the bill was formally considered in committee and finally approved and was later reported to the Senate.

Two comes another real job.

Every one interested in the Voigt bill must now put their shoulder to the wheel. The members of the United States Senate must be shown the Filled Milk is a menace and that its movement in interstate commerce and export as well as its manufacture in the United States possessions, must be prohibited.

## STATE LEGISLATION

Plans are under way for the introduction of a bill in the legislatures of Pennsylvania and Delaware, prohibiting the manufacture and sale of filled milk in those states. Aggressive campaigns are under way, and it is believed that these states will have laws prohibiting the manufacture and sale of imitation milk compounds in the not distant future.



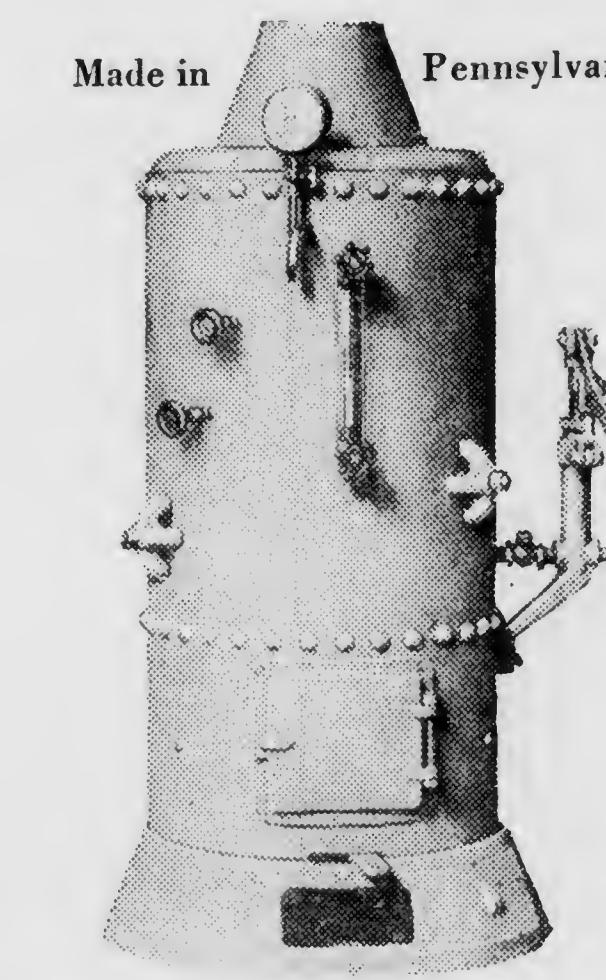
## The Bestov Calendar

Equipment to handle milk from cow to consumer



## BUY A FARQUHAR Dairy BOILER

Made in Pennsylvania



- Safety Valve Set for 40 lb. Steam Working Pressure.
- 20" Diameter
- 40" High
- Shell 1/4" Thick
- Heads 5-1/2" Thick
- Ten 2" Tubes 26" long
- Shaking Grates
- Hood
- Base



Built Especially for the Use of Dairymen and Farmers

This boiler complies with all state regulations. It is built according to the code of the American Society of Mechanical Engineers.

This boiler is capable of 50 lbs. steam pressure.

This boiler is built in one convenient size only; 1 1/2 Horse Power.

The price is very low, considering the type (A. S. M. E.) and size.

Write, phone or stop in for our quotation!

## Cherry-Bassett-Winner Company

Succeeding Phila. Farmers and Dairymen's Supply Co.

1918 Market St.  
PHILADELPHIA

Next to  
Stanley  
Theatre

Bell Telephone  
Locust  
1018





## JANUARY MILK CONDITIONS

### Production Slightly in Excess of Consumption

The usual holiday decrease in consumption early in the month was apparent and milk flowed to the markets in excess of the consumptive demand. This condition was apparent during most of the first half of the month when more normal conditions, as far as demand was concerned, developed.

Taken on the whole, the quantity of surplus or milk exceeding current consumption in January has been estimated on the average at about ten per cent.

Platform prices, in view of the condition of the market, showed considerable variation. Early in the month excess milk on the platform was as low as 52 cents a quart and showed considerable fluctuation.

Toward the middle of the month conditions improved and the market for excess milk ranged around 7 to 7½ cents a quart, but declined again at the close of the month owing to unfavorable weather conditions.

Butter prices showed considerable fluctuation during January. Early in the month 92 score creamy extras were quoted at 52½ cents, New York, and there was an upward movement during the first ten days, the high price of the month being 54½ cents. This was followed by a steady decline touching 48 cents at the close of the month.

January begins the application of the basic and surplus method of payment for milk in 1923.

The basic price for Grade B market milk in January was unchanged at 7½ cents per quart, 4 per cent. butterfat, delivered Philadelphia, or \$2.79 per hundred pounds at receiving stations in the 51-60 mile zone for the same grade of milk.

The relatively high average selling price of 92 score, solid packed creamy butter for January, 52½ cents, yielded \$2.49 per hundred pounds for Class I surplus at all receiving stations for four per cent. butterfat milk, or \$3.07 per hundred or 6.65 per quart for four per cent. milk delivered Philadelphia.

The Class II surplus price for January was \$2.07 per hundred at receiving stations and \$2.65 per hundred or 53 cents per quart delivered Philadelphia, for the same grade of milk.

This represents an estimated average price for all milk at country receiving stations in the 50 mile zone in January, of about \$2.77 per hundred pounds for milk testing four per cent butterfat.

These prices do not include the deduction of two cents per hundred pounds of milk, commission to the Inter-State Milk Producers Association, effective beginning with January. It is interesting to note that the advance in commission from one cent to two cents per hundred pounds has met with no material objection on the part of the members. There have been no unit objections on the part of locals and the individuals have been very few indeed. This additional commission will be expended for real service for the members.

Four field men began active work in the field on February first, but it will doubtless be several months before the country plan can be fully outlined and in smooth working order.

#### Butter Conditions

January has witnessed a sharp decline in butter prices. Production has increased and storage holdings are larger. There have also been considerable importations from Denmark, Holland,

## THE CHILD HEALTH PROBLEM

By Dr. Hannah McK. Lyons, Philadelphia Inter-State Dairy Council

Australia and New Zealand. One lot of 50,000 boxes, 2,800,000 pounds is reported now on the way to Philadelphia and New York from New Zealand, and negotiations are pending for a further shipment of 40,000 boxes.

The butter market was comparatively strong early in January, advancing from 52½ cents to 54½ cents for 92 score creamy butter, solid packed, New York City, by the middle of the month. Then the decline set in, at times going off a full cent a pound, until at the close of the month it had reached 48 cents a pound.

Increase in supply both domestic and from abroad, had a considerable bearing on this situation. Buyers were taking for immediate needs and some of the storage butter which went in at lower prices was let go, resulting in a weak general market.

Condensed and evaporated milks have been generally weaker and some price declines have been noted. There has been some little relief buying for export, usually at price concessions.

Miscellaneous brands of condensed milk held at \$6.00 to \$6.25 per case early in January was weak at \$6.00 per case at the close of the month. Miscellaneous brands of evaporated milk quoted at \$4.75 to \$4.90 per case early in the month, sold down to \$4.55 to \$4.65 at the close.

#### ANNUAL MEETING PHILADELPHIA INTER-STATE DAIRY COUNCIL

The annual meeting of the Philadelphia Inter-State Dairy Council was held at the Adelphia Hotel, Philadelphia. Members of the General Committee and Dairy Council forces, aggregating over fifty, attended. The meeting was presided over by H. D. Allebach. Secretary R. W. Balderston presented an annual report.

The following executive committee was elected to serve for 1923 Dr. Clyde L. King, Frank P. Willits, H. D. Allebach, Robert Harbison, Jr., P. E. Sharpless, Henry Woolman and Robert W. Balderston.

At the annual dinner, which preceded the business session, a number of the Dairy Council Extension Workers, presented brief sketches of their work. The principle speaker was Dr. Ellen C. Potter, Director of the State Department of Welfare.

#### FIELD FORCES INCREASED

Under the proposed enlarged plan for field work, the Inter-State Milk Producers Association has added two new field men.

The operating force now includes Frank M. Twining, J. Ralph Zollers, Henry D. Kinney and Charles C. Cook. Work is now being outlined in the field, but it probably will be several weeks before a regular schedule of operation can become effective.

Additional field men will be added as fast as the work can be systematized in the different sections of the territory.

#### CHURNING TEMPERATURE

Very often farm housewives find that for some reason or other when churning, that the butter wont "come." One of the causes of slow churning of butter is that the operation is performed at too low a temperature. See to it that your cream is at a proper temperature, about 60° F. before placing it in the churn.

Jennie M—— was the cause of much anxiety on the part of her mother. Never well, coming from school to drop on the couch when other children were romping happy for the freedom from school, backache, headache, pale and emaciated with little appetite for the food she ought to have.

One day there was excitement in Jennie's school; all the children were to be weighed. When the weighing was over Jennie's record was like this:

Age—13 years  
Height—52 inches  
Weight—93 lbs.  
Ought to weigh—110 lbs.  
Underweight—17 lbs. or 15½%

Many other children were found not up to the standard children should attain and this school was fortunate in being listed for a "Nutrition or Health Class."

Once a week they were weighed, and in class given a health lesson. These lessons consisted of interesting talks and stories suited to the understanding of the child, on:

(1) Why fresh air? The need of the open window at night.  
(2) Foods—the best kind for growth—the kinds that keep us well.  
(3) Rest—sleep how many hours and why? Over-fatigue.

(4) Exercise—over-activity not good for the growing child. Besides, each morning and afternoon these children had milk, increasing the amount until many of them were drinking a quart a day.

Jennie was having a discouraging time; at first there was no gain, merely holding her own, then she lost weight, then she gained only to lose again. But the tenth week she was happy over the gain of a whole pound! (She had done in one week what is expected of the normal child in a month). She still gained with no losses and the 14th week her weight chart showed 2½ lbs. gained. But school was to close in two weeks. What was to become of Jennie during vacation? The mother was anxious; the mother and Jennie were impressed with the fact they could carry out the rules at home themselves, but be sure to use a quart of milk each day.

When school opened in September, Jennie tipped the scales at 110 pounds—no backaches, no headaches, rosy cheeks—a specimen of girlhood. She has formed habits which insures a splendid strong woman to the country. The thing Jennie and her mother did, any boy or girl and their mother can do.

Too long have we taken health for granted; we have studied to cure disease but we have not studied to keep health. Recently a teacher remarked to me, "When I was in school I never had any patriotism taught me, nor any health lessons."

War statistics showed that one-third of our young men were rejected because of physical unfitness; investigation shows that one-half of all our school children have serious physical defects, while one-third are found to be definitely undernourished.

Our task is not small, nor is it confined to the children of big cities.

In a recent survey of a rural county in Pennsylvania where there were 2500 school children it was found that,

600 were 10% or more underweight  
650 drank milk every day  
1000 drank tea or coffee every day.

There was plenty of milk in this county but the children were not drinking it. In a Health Class a boy of 14 years was not gaining; every defect had been corrected, there seemed but one thing that might be holding him back—he was a coffee drinker and could not give up his coffee. Under persuasion from the nutrition teacher he gave up coffee for a week, with the result that he gained 2½ lbs. that week. He went back to coffee drinking and when another week's weighing occurred he had lost a pound. Again he promised to do without coffee and again was rewarded with gaining. We seem to forget that children's nerves cannot stand the stimulation of coffee and tea when we so often urge them to have a little because it is "hot."

In a city with 14,000 school children recently surveyed, it was found that 10% of the children were 13% or more underweight. This tells nothing of the number we know must be 7 to 10 to 13% underweight. This condition has aroused the school board and immediately they planned for a school milk service that made possible the buying of a bottle of milk mid-morning and afternoon for lunch.

The problem of underweight does not ask the solution of one class of homes for we find it as prevalent among the well-to-do as among the poor. Neither can we lay it at the door of our large foreign population for when a school of 400 children were weighed, almost exclusively of foreign parentage, only seven were found seriously handicapped. Nor can we blame our negro parents for just as often we find the negro school children up to average weight as the high percentages of underweight.

Because of the interest in this subject large numbers of children have been weighed and measured and today we know about how children should grow—the weight they should attain as well as other marks of development. And these can be attained. As proof, see the hundreds of children just like Jennie—frail and listless and irritable—now romping and robust.

Again may I take you to a school where in the fall of 1921 it was found on weighing the school, 67 children were seriously underweight. A nutrition class was formed, health instruction given not only to the class but to the school and the Parent-Teacher Association as well. On again weighing the children this fall (1922) it was found only seven were handicapped.

"It is the sacred right of your children to be as healthy as knowledge can make them." It is the duty of parents and teachers to have this knowledge for the "Health of the Child is the Power of the Nation."

Northampton Local, No. 2, J. C. Knauss, president, and Floyd Shaffer, secretary, held an interesting meeting at Weaversville, Pa., on January 26th. Frederick Shangle of the Inter-State Milk Producers Association, and C. I. Cohee of the Dairy Council, made addresses.

In addition to being smaller in size the little fellow showed unmistakable signs of malnutrition. He was not properly nourished. Faulty bone growth is the inevitable result of a ration which does not include mineral matter and the val-

## MILK MADE THE DIFFERENCE

Remarkable Demonstration of the Value of Milk as a Food

The accompanying reproductions are

from photographs of actual demonstrations of milk and its value as a food as developed in animals and chickens, groups of which have been shown at the Inter-State Dairy Council and Inter-State Milk Producers Association booths at some of the recent farm products shows and at other food and health exhibits.

In America at the present time over 13,000,000 children or one out of every three are suffering from an insufficient



supply of milk and its products. Malnutrition in its various forms is retarding their growth and development both physically and mentally.

The two puppies used at the New Jersey and Pennsylvania Farm Products Shows, where many of our readers saw them, were of the same litter and of the same weight at weaning age, May 9th, 1922. The larger one was known as "Piggie," the smaller one answered to the name of "Skeezies."

## RASMUSSEN, PRESIDENT PENNSYLVANIA-MARYLAND JOINT STOCK LAND BANK

Frederik Rasmussen, late Secretary of Agriculture of Pennsylvania, has been made president of the Pennsylvania-Maryland Joint Stock Land Bank of Harrisburg, Pa.

The bank has been organized under the provisions of the Federal Farm Loan Act and has been chartered by the United States Treasury, with a capital stock of \$250,000 and a surplus of \$50,000.

The bank will work in co-operation with the regular banking interests of the state and will be under Federal supervision, the Federal Farm Loan Board exercising rigid supervisory powers over the new bank.

Loans under the plan are made for a long term of years—from five to thirty-three years at the option of the borrower.

Uniform payments are made semi-annually which not only meet the interest requirements but provide for the retirement of the principal as well. The bank cannot call the loan thus eliminating worry and expense of renewal.

Under the provisions of the Federal Act, one per cent. of the principal plus the interest, is paid each year. Thus if \$1,000 is borrowed, the interest amounting to \$60, and one per cent. of the principal, or \$10 is paid annually, a total of \$70. In thirty-three years, continuing these payments annually, the loan has been repaid.

The plan of the bank is to provide maximum capital for the farmer during the first few years when money is most needed.



While no showing of pigs was made, demonstrations gave like results. In fact the pigs shown in the reproduction, were of the same litter, fed the same except as to the milk in the ration and at the conclusion of the demonstration the larger one weighed 42 pounds 3 ounces, while the smaller one weighed 13 pounds 5 ounces.

#### FARM MACHINERY

Give every implement and machine a careful inspection sometime this month, or next, so that everything may be in readiness for the coming season. Replace old, rusted, or broken parts with new, reliable pieces. A little forethought often prevents costly delay. Use the oil can, the grindstone and the tool kit.

#### Caring for the Cow

A few minutes spent each morning in brushing the cows will keep them clean and comfortable and the milk correspondingly good.

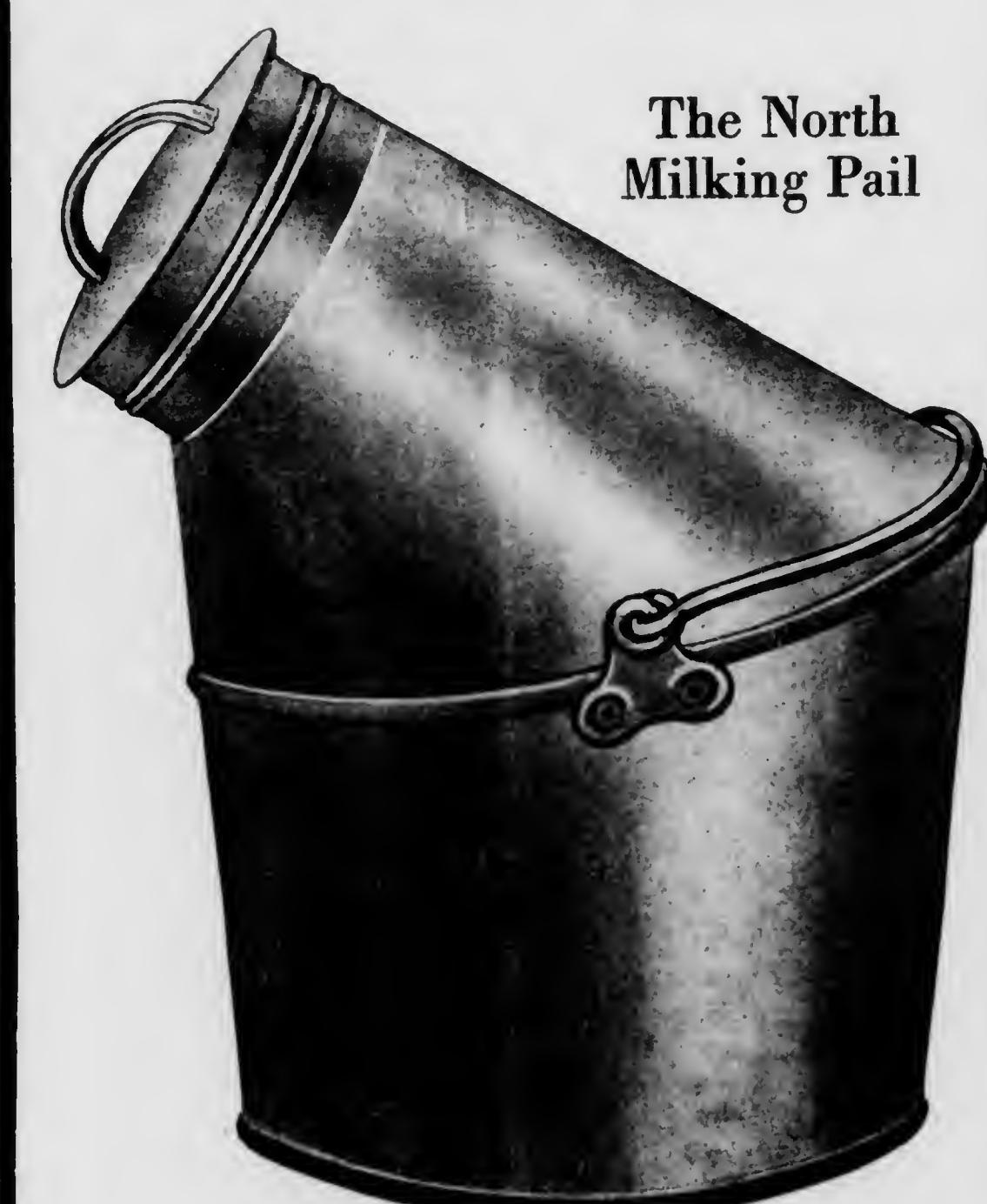
## The Bestov Calenda.

Equipment to handle milk from cow to consumer

Was \$6.50

NOW \$3.00

The North  
Milking Pail



The dairyman who prides himself on the quality of milk his herd produces will welcome this opportunity to equip himself with the North Pail at a cost no higher than ordinary open pails.

No other pail has ever been designed which quite equals the North Pail, for milking. It has the unqualified endorsement of all dairy authorities, creamery men, milk dealers, etc.

Before we equipped our factory to make them it was necessary to sell them at the prevailing price of \$6.50 each. Our new price of \$3.00 each should induce you to equip your dairy with them at once!

Cherry-Bassett-Winner Company

Succeeding Phila. Farmers and Dairymen's Supply Co.

Bell Telephone | 1918 Market St.

Locust 1018 | PHILADELPHIA

Next to  
Stanley  
Theatre

## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.

F. P. Willits, Managing Editor  
A. A. Miller, Editor and Advertising Mgr.  
Published Monthly by the Inter-State Milk  
Producers Association, Inc.

Business Office  
24 E. Market St., West Chester, Pa.  
720-1-3-8 Head Bldg., Philadelphia, Pa.

Editorial Office  
720-723 Head Bldg., Philadelphia, Pa.  
Telephones Locust 5891, Locust 5892  
Keystone, Race 6879

Printed by Horace F. Temple  
West Chester, Pa.

Subscription Price  
50 cents a year in advance  
Advertising rates on application

Officers and Directors  
Inter-State Milk Producers Association  
President, H. D. Allebach  
Vice President, D. F. Shangle  
Secretary, W. Balderson  
Treasurer, Robert F. Brinton

J. H. Bonstach F. P. Willits  
Bob F. Brinton F. O. Ware  
H. D. Allebach Albert Sarf  
John V. Bishop Frederick Shangle  
E. Nelson Jones H. H. Troutman  
F. M. Twining H. L. Lawver  
Ira J. Book J. A. Poorbaugh  
A. B. Waddington B. Blaine Lehman  
A. R. Maxey Harry B. Stewart  
J. Brady Smith

"Entered as second-class matter, June 8,  
1920, at the post office at West Chester,  
Pennsylvania, under the Act of March 3,  
1879."

### Editorial



### THE VOIGT BILL

The enactment of the Voigt Anti-Filled Milk Bill H. R. 8086, is at the critical stage. Up to the present time we have succeeded in obtaining favorable action at every stage of the process toward the final passage of the proposed law by Congress.

### NATIONAL DAIRY SHOW AT SYRACUSE, N. Y.

Much to our regret the Executive Committee of the National Dairy Association has decided to hold the 1923 National Dairy Show at Syracuse, N. Y. The World's Dairy Congress will be held in conjunction with the show.

### CHAMPION MILK COOLER COMPANY CHANGES NAME

The corporate name of the Champion Milk Cooler Company has been changed to the Champion Sheet Metal Company, Inc.

For some time this Company has been branching out into other lines of activity such as sheet metal construction work, automotive sheet metal parts such as fenders, hoods, etc.

The Champion Milk Cooler has been welcomed by the dairy interests, not only of the United States, but of the entire world.

The 1923 show will be staged on the New York State Fair Grounds at Syracuse, where facilities will afford a splendid opportunity for the representation of dairy activities.

### DAIRYMEN'S LEAGUE CO-OPERATIVE ASSOCIATION BASE PRICES REDUCED. DECEMBER PRICES

Members of the Senate are considering many important bills, and must be brought to the realization that the Voigt Bill is important to the welfare of the nation and the dairy industry.

Telegraph your senators at once and urge them to use their efforts to get the Voigt Bill up for debate and to pass the bill. Congress must be brought to the realization that this bill is an important one and that it affects the nation as a whole.

Do not delay, act at once—the postponement of action for a few days may mean the blocking of the passage of the bill at this session of Congress.

Milo D. Campbell, Coldwater, Michigan, president of the National Milk Producers Federation, and who has been greatly interested in the welfare of agriculture, has been named by President Harding as the "dirt farmer" member of the Federal Reserve Board.

This position on the Federal Reserve Board was created by Congress last year when agriculture was given a representation on the board.

Mr. Campbell's appointment gives almost general satisfaction as he has a clear and sympathetic understanding of the farmer's activities, needs, and credits.

### MILK PRODUCERS REVIEW

February, 1923

### OUR CONGRATULATIONS

The Inter-State Milk Producers Association collectively and individually to a man express their highest appreciation to Governor Pinchot on the appointment of Frank P. Willits as Secretary of Agriculture and member of his cabinet.

The services which Mr. Willits has already given to agriculture, not only in the State of Pennsylvania, but in a national way, are too well known to be repeated here.

The Inter-State Milk Producers' Association congratulates its former president, and present member of its Board of Directors and its Executive Committee, on his appointment, knowing full well that he will give his best efforts in the interest of agriculture of the state as he has for years in his association with the Milk Producers organization.

We believe that all of the agricultural interests of the State of Pennsylvania will be well and efficiently served by the new secretary.

### MCKEE NAMED DEPUTY SECRETARY OF AGRICULTURE

John M. McKee, of Washington county, has been appointed Deputy Secretary of Agriculture for Pennsylvania.

Mr. McKee comes from a long line of "dirt farmers," and has an extensive training in agricultural lines. He graduated from Pennsylvania State College in 1910 after which he was engaged in soil survey work for the United States Department of Agriculture in northeastern and southeastern Pennsylvania. In 1912 he engaged in agricultural extension work and was active in the organization of the Dairymen's Co-operative Sales Company. For a number of years he was county agent in Washington county.

In 1921 Mr. McKee entered the University of Wisconsin, specializing in agricultural economics and marketing. Since last summer he has been engaged in extension work for State College.

### NATIONAL DAIRY SHOW AT SYRACUSE, N. Y.

Governor Pinchot is calling a conference of representatives of farmers' co-operative associations of Pennsylvania, to be held in Harrisburg, February 20th and 21st.

The Governor believes that marketing methods and particularly co-operative marketing, properly studied, developed and administered are fundamental factors in the betterment of conditions on the farm as well as that of the consumer and therefore of paramount interest to agriculture of the Commonwealth and offers through the Department of Agriculture, assistance in any development that will be beneficial in the furtherance of this important project.

There should be a better understanding of methods of co-operation and a greater unity for the common good. A frank interchange of opinions on policy and program for the future is asked.

A study of the four great fundamental principles of co-operative marketing, organization, standardization, merchandising and advertising and an honest application of those principles would go far toward returning the farmer cost of production plus a reasonable profit and also enable the consumer to obtain for his dollar its full value in farm products.

### CASH PRICE

The League base price for 3 per cent. milk in December was \$2.87 for Class I, and \$2.90 for Class II. The same price applied for the first half of January.

Cash price ..... \$2.82 cwt.

Expenses ..... .07

Certificate of Indebtedness ..... .20

Cash price ..... \$2.85 cwt.

The League base price for 3 per cent. milk in December was \$2.87 for Class I, and \$2.90 for Class II. The same price applied for the first half of January.

Money which furnishes feed for good cows is invested, not spent, says one good farmer who gets liberal returns in the form of increased production.

### JOHN COCHRANE NAMED AS OFFICIAL AYRSHIRE JUDGE

John Cochrane, of Barclay Farms, Rosemont, Pa., has been chosen by the Ayrshire Breeders Association as a member of the list of twelve men recommended to judge exhibits of the breed at 1923 fairs and shows. The other judges named are: A. J. Tryon, Port Chester, N. Y.; H. H. Kildee, Ames, Iowa; J. B. Fitch, Manhattan, Kansas; J. C. McNutt, Durham, New Hampshire; W. P. Schanck, Avon, New York; Wm. Regan, Davis, California; L. S. Gillette, Fostoria, Iowa; Gilbert McMillan, Huntingdon, Quebec; Wm. Hunter, Spencer, Massachusetts; W. W. Yapp, Urbana, Illinois, and R. S. Hulce, Madison, Wisconsin.

For the second half of January and for February, the League price was reduced to \$2.90 for Class I and \$2.80 for Class II milk, based on 3 per cent. butterfat in the 201-210 mile zone.

### TUBERCULOSIS ERADICATION IN PENNSYLVANIA

There has been considerable concern on the part of the Pennsylvania Tuberculosis Society, breeders, dairymen and agriculturists generally on the reduced appropriation under the new Pennsylvania budget for the prevention and control of tuberculosis in cattle, abortion, hog cholera; chickens, and miscellaneous transmissible diseases and parasitic infestations of animals and poultry.

Under the new budget but \$100,000 was set aside for two years work.

Meetings have been held looking toward the urging of a substantial increase in this appropriation, but after numerous conferences with state officials, no change in the budget has been made.

A proposition has been made, however, that the surplus funds from proceeds from the enforcement of the dog tax, which is under the supervision of the Bureau of Animal Industry, be utilized by the Bureau for indemnity and maintenance purposes, instead of diverting this surplus to the general fund.

An amendment to the "Dog Law" it is understood, has been introduced in the House, to enable this to be done.

If this amendment becomes a law, the Bureau will be placed on a more stable financial basis and Pennsylvania will receive its full allotment of federal funds for the eradication of tuberculosis and it will tend to increase the effectiveness of the "Dog Law" in that the fees paid in are returned in a helpful and economic way, in that through live stock indemnities services are rendered in preventing and controlling wasteful transmissible animal and poultry diseases and the public health protected against unwholesome animal food products.

### FARMERS CO-OPERATIVES TO MEET AT CALL OF GOVERNOR PINCHOT

Governor Pinchot is calling a conference of representatives of farmers' co-operative associations of Pennsylvania, to be held in Harrisburg, February 20th and 21st.

The Governor believes that marketing methods and particularly co-operative marketing, properly studied, developed and administered are fundamental factors in the betterment of conditions on the farm as well as that of the consumer and therefore of paramount interest to agriculture of the Commonwealth and offers through the Department of Agriculture, assistance in any development that will be beneficial in the furtherance of this important project.

There should be a better understanding of methods of co-operation and a greater unity for the common good. A frank interchange of opinions on policy and program for the future is asked.

A study of the four great fundamental principles of co-operative marketing, organization, standardization, merchandising and advertising and an honest application of those principles would go far toward returning the farmer cost of production plus a reasonable profit and also enable the consumer to obtain for his dollar its full value in farm products.

Cash price ..... \$2.82 cwt.

The League base price for 3 per cent. milk in December was \$2.87 for Class I, and \$2.90 for Class II. The same price applied for the first half of January.

Money which furnishes feed for good cows is invested, not spent, says one good farmer who gets liberal returns in the form of increased production.

February, 1923

MILK PRODUCERS REVIEW

### LATEST MARKET PRICES

#### SELLING PLAN

Under the Philadelphia Selling Plan, the average volume of milk shipped during October, November and December will be quantity or classification as to basic and surplus milk shipped during the first nine months in the following year.

Basic and surplus prices are now in effect.

All milk shipped in excess of the basic quantity and equal in amount to the basic amount will be paid for as Class II surplus. Milk in excess of double the amount of basic milk will be paid for as Class III surplus.

Quotations are based on 3 per cent. butterfat milk, with a differential of 4 cents for each tenth point and 2 cents for each half tenth point up or down.

#### JANUARY BASIC PRICES

##### F. O. B. PHILADELPHIA

##### Grade B Market Milk

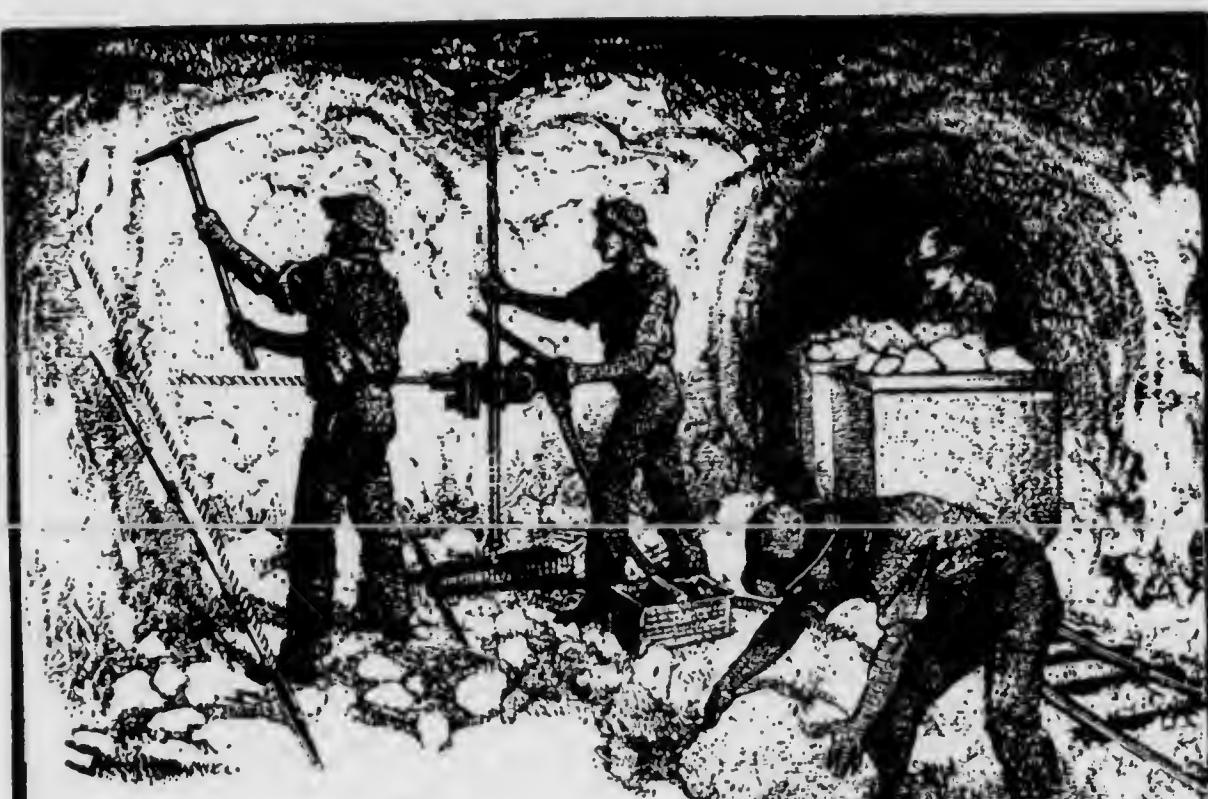
From these prices one cent per 40 quarts or one cent per 100 pounds to be deducted by the buyer, which together with one cent per 46 quarts, contributed by the buyer, will be paid to the treasurer by each member of the Inter-State Dairy Council for the purpose of carrying on a publicity campaign, advertising the food value and greater consumption of dairy products. The commission of 2 cents per 100 pounds is to be deducted from the members of the Inter-State Milk Producers Association as is to be deducted and returned to the Association as heretofore.

#### Freight and Receiving Station Charges

Test per cent.	Basic Quantity per 100 lbs.	Price per quart	Miles	Freight on 100 lbs. milk	Price per 100 lbs. milk
8.	\$2.97	.65	1 to 100 incl.	.268	\$2.44
8.05	2.99	.64	11 to 20	.265	2.45
8.1	3.01	.645	21 to 30	.303	2.43
8.15	3.03	.65	31 to 40	.313	2.42
8.2	3.05	.655	41 to 50	.333	2.40
8.25	3.07	.66	51 to 60	.343	2.38
8.3	3.09	.665	61 to 70	.344	2.36
8.35	3.11	.67	71 to 80	.374	2.35
8.4	3.13	.677	81 to 90	.389	2.34
8.45	3.15	.670	91 to 100	.399	2.33
8.5	3.17	.680	101 to 110	.414	2.31
8.55	3.19	.685	111 to 120	.424	2.29
8.6	3.21	.690	121 to 130	.434	2.28
8.65	3.23	.693	131 to 140	.450	2.28
8.7	3.25	.695	141 to 150	.460	2.27
8.75	3.27	.7	151 to 160	.470	2.25
8.8	3.29	.705	171 to 180	.480	2.24
8.85	3.31	.710	191 to 199	.505	2.22
8.9	3.33	.715	200 to 209	.510	2.21
8.95	3.35	.72	210 to 219	.510	2.21
4.	8.87	.725	220 to 230	.545	2.19
4.0	8.89	.727	231 to 240	.550	2.18
4.1	8.91	.730	241 to 250	.556	2.17
4.15	8.93	.735	251 to 260	.566	2.16
4.2	8.95	.740	261 to 270	.576	2.15
4.25	8.97	.745	271 to 280	.581	2.15
4.3	8.99	.750	281 to 290	.596	2.13
4.4	8.99	.755	291 to 300	.600	2.13

#### JANUARY SURPLUS PRICES

Per 100 pounds at all Receiving Stations



## Good Healthy Crops

It has long been known that *German Potash Salts* prevented certain plant diseases, as well as greatly increased the quantity and improved the quality of crops.

Scientific investigation now shows us that not only *Potash* but also *Magnesia* is required to prevent certain plant diseases.

The *German Potash Salts* contain *Magnesia* as well as *Potash*.

If you insist on having your fertilizer contain from 5 to 10 per cent of *Potash*, derived from *Genuine German Potash Salts*, you will secure at the same time enough magnesia to prevent plant diseases due to magnesia hunger.

For *Tobacco*, and for those *Fruits* which are injured by Chlorin, the fertilizer should carry 10 per cent of *Potash*, derived from *Sulfate of Potash* or from *Sulfate of Potash Magnesia*.

Use the latter if your tobacco leaves are not sound.

### SOIL & CROP SERVICE, POTASH SYNDICATE

H. A. HUSTON, Manager

42 Broadway New York City

## POTASH PAYS

### SATISFACTORY RESULTS

are certain

WITH CORRECT METHODS AND PROPER CULTURES  
Long experience has proven that Liquid Cultures are the most active and potent  
but where necessary we also supply Cultures in vacuum powdered or tablet form

### BUTTERMILK SOUR CREAM BUTTER CHEESE

—ALSO—  
Medical Bulgarian and Acidophilus

Powdered and Tablet—Rennet and Pepsin

Our expert service is always available

### THE DAIRY LABORATORIES

WASHINGTON NEW YORK PHILADELPHIA BALTIMORE  
Directors—H. C. Campbell, D. V. M., M. D. C. H. Kimberly, Ph.D., Ph.D.

Mention The Milk Producers Review when writing to advertisers

## SEVENTH ANNUAL PENNSYLVANIA STATE FARM PRODUCTS SHOW

The 1923 Pennsylvania State Farm Products Show was held in Harrisburg, Pa., January 23rd to 26th inclusive, and without a doubt, exceeded all previous shows both in number and character of exhibits as well as in attendance.

Notwithstanding the necessity of housing the exhibits as well as holding the meetings of the various farm organizations at diversified points, the success of the undertaking was not impaired.

The exhibitions were held in the Emerson-Brantingham Building and the Studebaker Service Building. Here were shown the latest developments in agricultural equipment, in all its diversified branches. Educational exhibits in various fields of health and extension work. In fact here were brought together the largest number of farmers and persons interested in agricultural development that could be assembled at such a single occasion.

Meetings during the week were held by various farm organizations including:

State Horticultural Assn. of Pennsylvania  
Vegetable Growers Association  
Pennsylvania Breeders and Dairymen's Association  
Pennsylvania Holstein Freisian Assn.  
Pennsylvania Potato Growers Assn.  
Pennsylvania State Beekeepers Assn.  
Pennsylvania State Poultry Assn.  
Pennsylvania Tobacco Growers Assn.  
Pennsylvania Sheep Breeders and Wool Growers Assn.

Pennsylvania Marketing Conference  
Market Masters of Pennsylvania Conference

State Dairymen's Council  
Pennsylvania Threshermen and Farmers Protective Assn.

Pennsylvania Society of Farm Women  
Pennsylvania Farmers Co-operative Federation

Pennsylvania Department of Public Instruction.

In addition to these organizations there were numerous group or committee meetings of those interested in legislation and other measures.

### Joint Meeting

On Tuesday evening a joint meeting of all the farm organizations was held in the Chestnut Street Auditorium. Here were assembled upwards of 2000 persons who were welcomed by former secretary of Agriculture, Frederik Rasmussen, who introduced the new secretary, Frank P. Willits, who after a brief address, brought out the necessity of a careful study of the marketing problem, the outstanding features of which were co-operation, standardization, merchandising and advertising, introducing the Hon. Gifford Pinchot, Governor of Pennsylvania.

The Governor, commenting upon his Secretary of Agriculture, said, "In cabinet forming, when you do the picking yourself and do not allow someone else to do it for you, you have a hard job on your hands. When I chose Mr. Willits to head the Department of Agriculture, I was sure I was making the wisest selection possible.

The question of what farmers get for the crops they raise, and not the question of raising more crops," the governor said, "was one of the fundamental problems of the Pennsylvania farmers today" and he expressed the hope and determination of his administration to make the Department of Agriculture the outstanding department not only in this state but in the entire United States.

Addresses were also made by R. L. Watts, dean of Pennsylvania State Col-

lege, State Highway Commissioner, Paul Wright, and Alva Agee, Secretary of Agriculture for New Jersey.

### Holstein Freisian Banquet

The Pennsylvania Federation of Holstein Freisian Clubs, tendered on Wednesday evening, January 24th, a reception and banquet to Hon. Frank O. Lowden, president of the Holstein Freisian Association of America. Three hundred members and guests were in attendance.

Following the service of an excellent menu, John A. Bell, Jr., president of the Federation, introduced Secretary Hugh Jones, who briefly outlined the object and development of the Federation.

Dr. John M. Thomas, president of State College, was then introduced by Mr. Bell and served as toastmaster.

A welcoming address was made by Hon. Gifford Pinchot, Governor of Pennsylvania, who was followed by a brief address by Hon. F. P. Willits, Secretary of Agriculture.

Frederik Rasmussen responded to the toast "Dairying and Agriculture." George E. Stevenson spoke on the subject, "The Breed and Breeders."

Hon. Frank O. Lowden, the guest of honor, made an interesting address in which he referred to co-operative marketing as the best method for successful farming but in the development of marketing methods brains and business knowledge were necessary. "Don't attempt to do too much" he said, "and remember you can't fix prices regardless of supply and demand. Orderly marketing is necessary. Sellers and buyers should be on equal terms to enable co-operative marketing to result in better prices and permanent success."

During the banquet entertainment was provided by the Susquehanna County Male Quartet and music by the Municipal Band.

### The Exhibits

The Emerson Brantingham Building housed on its first floor commercial exhibits, ranging from dairy supplies to electric lighting systems. Here was shown the demonstration of the Philadelphia Inter-State Dairy Council and Inter-State Milk Producers' Association, showing the comparative growth and development of dogs, chickens and white rats on standard rations, with and without the addition of milk. The actual animals and fowls were shown, and in themselves told the story of milk for health and growth.

On this floor were also shown the exhibits of milk and butter in competition for prizes, the following winners being noted:

### Class I A Raw Market Milk

1. C. R. Anderson, Sturwark, Pa. .98.6
2. F. K. McDowell, Lincoln University .98.1
3. H. A. Read, Lenape, Pa. .97.75
4. J. W. Reeves, West Chester, Pa. .97.7
5. C. Allen May, Dover, Pa. .97.5

### Class II B Raw Milk Tuberculosis

#### Free Cows

1. R. H. Ferguson, Kirkwood, Pa. .98.9
2. W. C. Dale, Grove City, Pa. .98.25
3. Geo. R. North, Read, Tern, Phila. .97.4
4. J. J. McDowell, Grove City, Pa. .97.2
5. Beechwood Farm, Sharpsburg, Pa. .97.0

### Class II C Certified Milk

1. Inter. Correspondence School. .98.8
2. Linkerbrook Dairy, Philadelphia. .95.4
3. Edgewater Dairy, Woodside, Pa. .94.4
4. Bella Alton Farm, Wernersville. .92.5

### Class II D Pasteurized Milk

1. Abbott's Altonery Dairy, Phila. .97.0
2. Woodlawn Dairy, Scranton, Pa. .94.7
3. Beechwood Farm, Sharpsburg, Pa. .93.45
4. Dairymen's Assn., Beaver, Pa. .89.9
5. Greenawalt Dairy, Carlisle, Pa. .85.4

### Class 2 A Farm Butter

1. M. F. Grimes Bros., Catawissa. .95.
2. J. Allen May, Dover. .94.75
3. Hover Bros., Wellsville. .94.6
4. H. F. Stock, Ligonier. .93.75

(Continued on page 11)

February, 1923

## SENATE AGRICULTURAL COMMITTEE Recommends Passage of Voigt Anti Filled Milk Bill— Report by Senator Ladd

(Continued from page 1)

the marketing of filled milk lies in the bulk sales. The statistics for the past year show that the sale in bulk is now on the increase. When used in hotels and restaurants and for making ice cream, the consumer has no means of knowing what he is getting, and a label could not protect against fraud in such a case. If bulk shipments should be allowed, commercial chemists may discover a method by which the compound in bulk may be refilled into cans for retail sales within the limits of a State, and thus the whole object of the legislation might be frustrated.

### Effect on the Public Health

In recent years scientists have discovered food elements known as "vitamins" which are highly essential to the growth and well-being of the human body. It has been found that such diseases as rickets, scurvy, serious eye diseases, beriberi, and even tuberculosis, may be traced to the lack of vitamins in the diet; in fact, the lack of vitamins reduces the whole vitality of the body and invites disease. Our chief source of the vitamins is milk, and the vitamins are found almost wholly in the butterfat of the milk. Four distinct kinds of vitamins have been discovered. The extraction of the butterfat from the milk seems to leave in the skimmed milk only a trace of so-called vitamine A. The experiments of such experts as Doctor McCollum, of Johns Hopkins University, and Doctor Hart, of the University of Wisconsin, show in the striking way the lack of vitamins in the diet.

Commenting on these claims, we wish to say:

(1) The author of the bill informed the committee that he had no benefit or detriment to any manufacturer in mind when drawing the bill, and did not communicate with, directly or indirectly, any manufacturer of filled or evaporated milk; that his only motive was to protect the public health and the dairy industry.

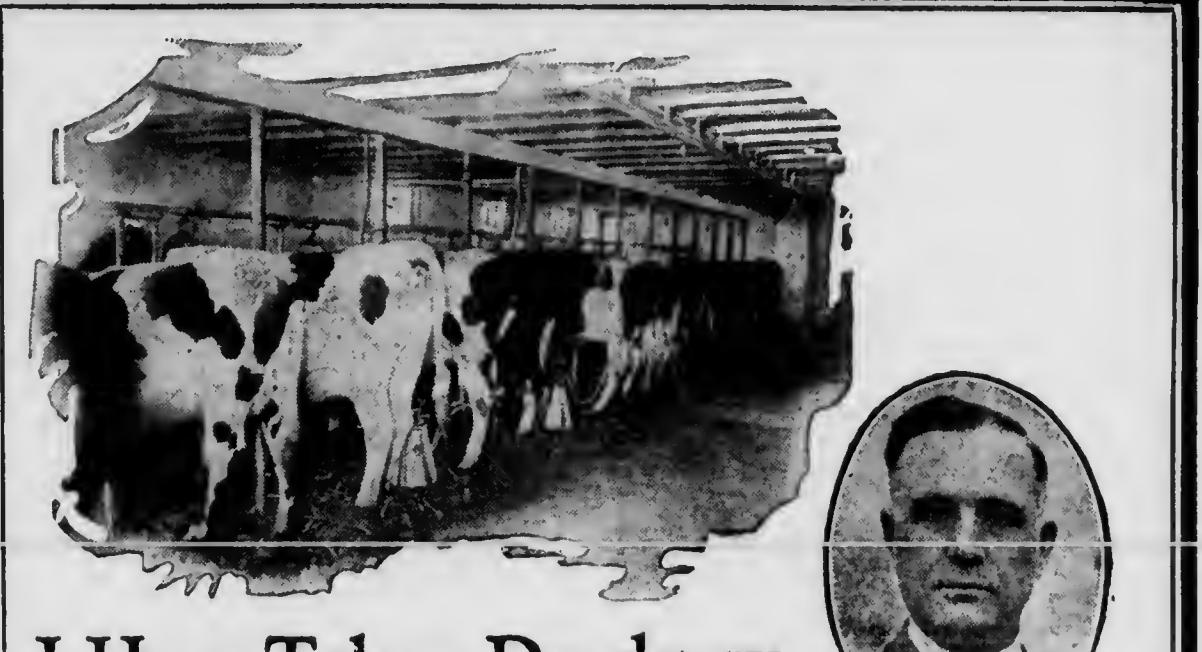
(2) There is no claim that the compound in and of itself is unwholesome. If used by the consumer in limited quantities, with an exact knowledge of its deficiencies, and the ability to supply these deficiencies, there would be little harm in its use. But we fear that such a condition does not obtain in practice, and are convinced that the use of the compound, as it is and will be sold, unless protected, is injurious to the public health.

(3) The claim that an additional market is found by the manufacturer of this compound for the farmer's skimmed milk is not well founded. Even if this claim could be substantiated, it would in the judgment of the committee be no justification for its manufacture. However, the evidence shows that the skimmed milk used in filled milk should be used within an hour of the separation process.

The skimmed milk coming from the average creamery and cheese factory, therefore, cannot be used at a filled milk plant on account of the delay due to transportation. Moreover, opponents of the measure were unable to demonstrate to the committee any uses for the compounds which were different from or additional to the uses of whole milk. It is therefore logical to conclude that, since there is approximately an equal amount of skimmed milk in a can of evaporated milk to that in a can of the compound, the skimmed milk consumed would be the same and the skim affords a cheap medium through which a market is found for a more expensive fat. Opponents inferred that fat was the medium used to market the skimmed milk. This, (Continued on page 9)

MILK PRODUCERS REVIEW

Page 7



## I Have Taken Drudgery Away From Milking

H. E. McWHINNEY,  
President.

## EMPIRE Milking Machines

### Lewis Linseed Cake

The compressed feed will keep your cows in good flesh and will increase the milk flow



### LINSEED CAKE MEAL

Has the same Fat and Protein content as the Linseed Cake—but it is already ground.  
We'll be glad to take you through our plant where these feeds are made. Write us if you are interested.

John T. Lewis & Bros. Co.

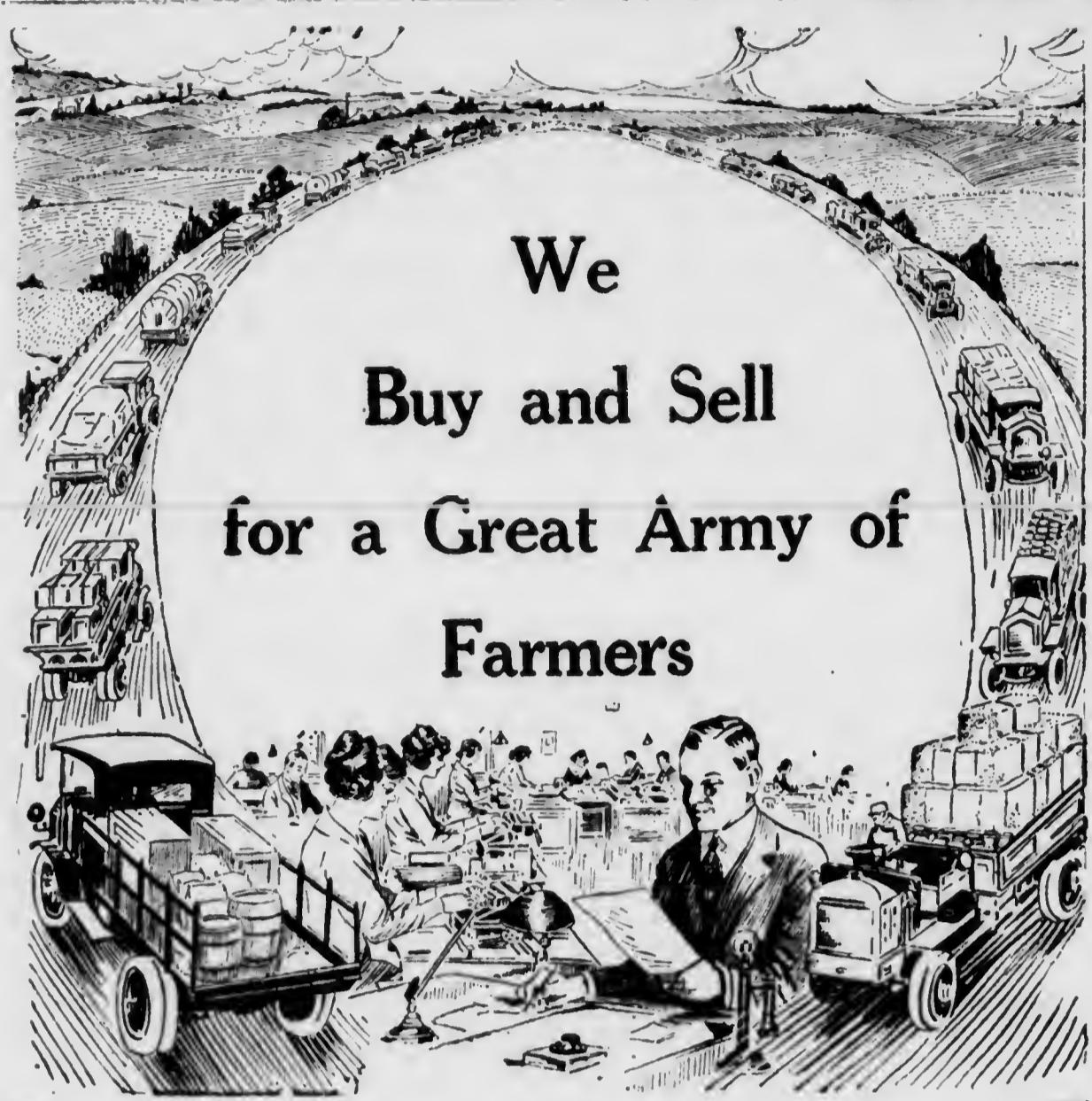
705 Lafayette Building Philadelphia, Penna.

LET US  
DESIGN  
YOUR  
STATIONERY



PEDIGREE  
CATALOGS  
OUR  
SPECIALTY

HORACE F. TEMPLE  
PRINTER  
BELL PHONE NO. 1 WEST CHESTER, PA.



**WE CAN SAVE YOU MONEY  
ON**

**Fertilizers, Grass Seeds,  
Feed and Spray Materials**

You are a member of a local co-operative association, subordinate grange, or farmers' club.

**REFERENCE**

Ask the local secretary or purchasing agent of your farm organization as to our method of selling and reliability,

Special prices now on feeds, grass seeds, spray materials, and other farm supplies.

**QUALITY**

We handle only the highest quality products in all lines. For example, our grass seed is all "KNOWN ORIGIN, NORTHERN GROWN SEED." Origin of red clover seed is always more important than price. Unacclimated seed is always expensive regardless of first cost. Our feeds and fertilizers are of "OPEN FORMULAE," and show you exactly the amount of each ingredient in every bag. Exact formula is given on a tag on every bag.

**SERVICE**

Prompt service is assured on each order. All orders are forwarded daily as received and immediate shipment made. For example, all orders received by our feed mill at Peoria, Illinois, are filled as follows: 53% on day received, 28% the following day, 20% on the third day, and 4% on the fourth day. Service on other supplies is correspondingly as good.

**PRICE**

Owing to P. F. C. F. being a "non-profit, non capital stock" organization, and on account of buying large quantities of supplies and selling for cash only in carload lots to local farmers' organizations, we are able to sell the highest quality goods at the lowest possible price.

For further information inquire of the secretary of your local organization or write

J. N. Rosenberger,  
Secretary-Treasurer  
Heed Building  
Philadelphia, Pa.



**PENNSYLVANIA FARMERS'  
COOPERATIVE FEDERATION**

**FRANK P. WILLITS**  
Secretary of Agriculture, Commonwealth of Pennsylvania!

Without a doubt the agriculturists of Pennsylvania in general have cause to feel highly gratified in the appointment by Governor Pinchot, of Frank P. Willits, of Concord township, Delaware county, as Secretary of Agriculture for Pennsylvania and a member of his cabinet during the next four years.

Mr. Willits has, for a number of years, been an outstanding exponent of the interests of agriculture, not only in the State of Pennsylvania but nationally as well. He has a wide and intimate knowledge of farming questions; has a broad vision and practical knowledge of the needs of agriculture in the state, and the success of the several organizations, in which he has been a leading spirit, speaks well for his ability as an organizer of farming interests.

It can be truthfully said that Mr. Willits is a "dirt farmer" and a follower of the diversified farming principle. While he has been active as a leader in the Inter-State Milk Producers Association, he has not primarily specialized in dairying. Market Milk Production has been a factor in the operation of his farm, but more particularly he has specialized in the growing of mushrooms, which branch of the industry he has engaged in on a large scale for a number of years. In addition to the usual grain and forage crops, the growing of asparagus and peonies has come in for a considerable share of his attention.

Frank P. Willits was born in Maiden Creek township, Berks county, Pa., in 1856, came to Lower Oxford township, Chester county as a boy 6 years of age, residing with Mr. and Mrs. Franklin Garrett until he was 18 years of age and there, while working on a farm, received a public school education. Later he moved to Delaware county, purchasing a farm of 95 acres in Concord township, near Concordville, which he tilled and which acreage has been added to from time to time. He still resides on the farm and takes an active part in its management and work.

For ten years Mr. Willits has been treasurer of the Pennsylvania State Grange. For three years he has been treasurer of the National Milk Producers Federation and active in the National Board of Farm Organizations since its foundation. Both these latter organizations have their headquarters in Washington, D. C.

Our readers, however, will probably know Mr. Willits best as the former president and now a director and an active member of the Executive Committee of the Inter-State Milk Producers' Association.

Following a reorganization of that association in 1916, Mr. Willits was elected president, which office he held until its annual meeting in 1921. During the early years of the present organization's existence, Mr. Willits was the dominant factor which made for the ultimate strength and success of the organization as well as for the stability of the industry which has prevailed in this territory for a number of years.

We are sure Mr. Willits will bring to the Department of Agriculture of the State of Pennsylvania the same dynamic force and ability as an organizer, a deep and careful thinker, his experience as a practical, successful dirt farmer, and his knowledge of marketing principles, will accrue to the benefit of agriculture in general.



Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.

OUR SERVICE is unbiased and dependable.

**Pusey & Young Storage  
Battery Station**

WEST CHESTER, PA. COATESVILLE, PA.

**Public Sales**

We have purchased 122,000 pair U. S. Army Munson last shoes, sizes 5½ to 12 which was the entire surplus stock of one of the largest U. S. Government shoe contractors.

This shoe is guaranteed one hundred percent solid leather, color dark tan, bellows tongue, dirt and waterproof. The actual value of this shoe is \$6.00. Owing to this tremendous buy we can offer same to the public at **\$2.95**.

Send correct size. Pay postman on delivery or send money order. If shoes are not as represented we will cheerfully refund you your money promptly upon request.

**National Bay State  
Shoe Company**

296 Broadway, New York, N. Y.

**Reading Bone Fertilizer**

**Quality Service Satisfaction**  
Feeding the World: The American farmer's job. To do your utmost the land should be fed too. Stick to the old dependable when it comes to feeding the Reading Bone Fertilizer.

(This trade mark means quality)

Ask your dealer for Reading Bone Fertilizer. Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.



**LABEL**

The original ear label, used by many Record Associations and best breeders. Will identify your live stock and aid you in keeping breeding and production records. Samples free.

C. H. DANA CO., 87 Main Street, West Lebanon, N. H.

**Senate Agricultural Committee Recommends Passage of Voigt Anti Filled Milk Bill**

(Continued from page 7)  
of course, was not sustained, since the value of 100 pounds of skinned milk was shown to be from 35 to 50 cents, while the value of 4 pounds of coconut oil would be approximately 48 cents, and the value of 4 pounds of butter fat would be approximately \$1.72, at the time the hearings were held. It must be apparent that the manufacturer of the compound is seeking greater profits by the substitution of cheaper, less digestible, and inferior fats for the growth-producing butter fat. It was also demonstrated to your committee by competent witnesses that there is not as much waste of skimmed milk as people generally imagine. In the creamery and cheese factory districts skinned milk is generally made into cottage cheese or is sent back to the farm, where it serves a very useful purpose in supplementing live-stock rations, and it is in these districts where most of the skinned milk is produced.

(4) As to the convenience and economy in the use: There is no purpose for which filled milk is used where evaporated or condensed milk will not do as well or better. The genuine article can be obtained in any store which carries the compound. There is no shortage of evaporated milk. As to the economy, it appears that in hundreds of stores in the country the filled milk was sold for the same price as the evaporated, sometimes even at a higher price and sometimes at a slightly lower price. Even if it is conceded that the filled milk is sold cheaper, there is no economy, because the buyer at the reduced price is not getting his money's worth.

(5) The question of labeling has already been touched upon. It is impossible for the public to know what the valuable ingredients are which have been extracted from the contents, even with a thorough reading of the label.

(6) The question of constitutionality was not seriously pressed before the committee. We are thoroughly satisfied that Congress has the power to exclude from interstate and foreign commerce any article which is in the exercise of fair judgment injurious to the public health. Under the pure food and drugs act Congress has barred many drugs and foods considered below certain standards, and this bill may rightly be considered in the nature of an amendment to that act.

**State Legislation**

Eleven States now have laws either prohibiting entirely the manufacture and sale of filled milk or restricting the business in such a way as to make the commercial exploitation impossible. These States are: Utah, Maryland, Florida, California, Colorado, Connecticut, Oregon, Ohio, New York, New Jersey, Wisconsin. In Ohio, Maryland, and Wisconsin the legislature has been upheld by Supreme Court decisions. The Wisconsin decision is the latest, and may be found in the hearings.

**Economic Considerations**

The manufacturers of filled milk frankly claim that the business is in its infancy. It is reasonable to assume that in the absence of State legislation and campaigns of education conducted in respect to the compound, its sale now would run into the hundreds of millions of pounds per year. No doubt more filled milk has been manufactured in this country than has been officially reported. It appears that during the present year a large manufacturer of evaporated milk in New York put out vast quantities of filled milk intended for domestic consumption labeled as "evaporated." Our attention has been called to a shipment of 3,000 cases of milk to New York, intended for export, labeled as "evaporated," which was found on chemist analysis in Germany, where part of it was shipped, to be "filled." Some 30 years ago our export trade in cheese was ruined by the manufacture in this country of "filled-cheese," and we are in danger of having suspicion cast on our large exports of evaporated and condensed milk by what is now a comparatively small amount of filled milk. Dairying represents the highest point reached in farm economy. Wherever dairying is extensively practiced, the entire community reflects its benefits.

The civilization of our country is dependent upon the dairy industry. We should do everything possible to encourage it. We need it to preserve the fertility of our soil, and the time to prohibit the filled-milk traffic is now, before it has done greater damage to our health or to one of our basic and indispensable industries.



You CAN get more milk from your cows—now, and all through the winter and spring. Read how—and why—then act.

Late fall, winter and spring months are a severe strain on the milk cow's system. Winter feeds are harder to assimilate and turn into milk than green pasture. The digestive and milk-making organs become run down. Less milk and lowered vitality results.

BUT—you can easily maintain vitality at summer level and decidedly increase the milk flow by a one-week-a-month use of Kow-Kare. This famous medicine for cows tones up the genital and digestive organs—enables them to throw off disease and make milk faster.

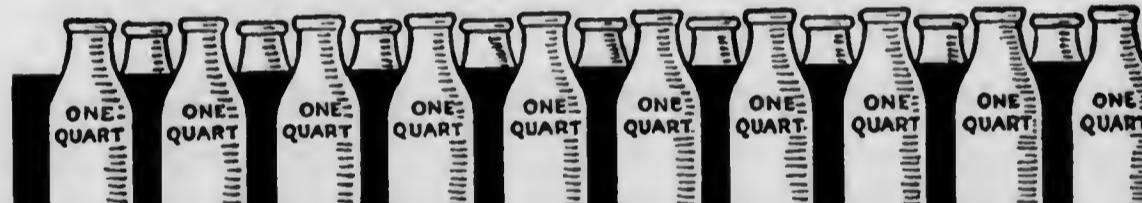
Thousands of dairymen follow this plan and find the very slight cost of the treatment repaid a hundred fold. Only a tablespoonful of Kow-Kare morning and night is required—and only one week out of the month.

If disease does creep into the herd, Kow-Kare goes to the origin of the trouble and acts promptly. For Barrenness, Retained Afterbirth, Abortion, Scours, Milk Fever, Bunches, Loss of Appetite, etc., Kow-Kare has been the standard remedy the country over for twenty-five years.

Make a test of this more-milk plan—try it on part of your herd and convince yourself. Your feed dealer, general store or druggist will supply you—large size Kow-Kare \$1.25; medium size 65c. If your dealer is not supplied, we mail, postpaid.

Write for valuable free book,  
"The Home Cow Doctor."

**DAIRY ASSOCIATION CO., Inc.**  
Lyndonville, Vt.



**20 Extra Quarts of Milk  
Count 'em  
From Every Sack of  
International Special Dairy Molasses Feed**

as compared to using wheat feeds or ground grains. We guarantee this increase has been secured in hundreds of actual tests. INTERNATIONAL SPECIAL DAIRY MOLASSES FEED contains protein, molasses and fat combined in proper proportions to provide the necessary nutrients and energy required for maximum milk production. Both protein and molasses produce milk. Special Dairy contains both. This great feed is digestible and palatable and is skillfully processed and mixed, thus insuring a big extra gain in milk.

**INTERNATIONAL  
Is Breaking All Records!**

The demand for INTERNATIONAL SPECIAL DAIRY MOLASSES FEED is stronger than ever. More farmers are feeding INTERNATIONAL SPECIAL DAIRY MOLASSES FEED than ever before. Year after year the demand has steadily increased. In 1922, 100,000 sacks were sold all over the country and the demand is still increasing.

This success can mean but one thing to you, Mr. Farmer—INTERNATIONAL SPECIAL DAIRY MOLASSES FEED is the best feed on the market for your cows—best for your pocketbook. Don't be misled—ask your feed dealer. Quality tells!

See Your Feed Dealer Today  
**INTERNATIONAL SUGAR FEED CO.**  
Minneapolis, Minnesota

We have room for a few more live dealers and district sales agents



should do everything possible to encourage it. We need it to preserve the fertility of our soil, and the time to prohibit the filled-milk traffic is now, before it has done greater damage to our health or to one of our basic and indispensable industries.

**Pasture Improvement**  
Plan to give a little more attention to the improvement of your pasture lands this coming year. Lime spread this winter will be worked into the soil by the winter rains and freezes. Fertilizer can be applied in the spring.

Healthy, Pure-Bred  
Foundation Stock

# CHESTER COUNTY

"THE COUNTY THAT COUNTS"

## Holsteins

M. L. JONES

Westtown, Pa.

SENIOR HERD SIRE  
King Fairview Aaggie  
Colantha, 230913

Five near dams and sister averaged 353 lbs. butter in 7 days.

His daughters were first in most every class entered the past two years at the Chester Co. Fair.

First in every class entered at the Holstein Field Day Show, October 28, 1922.

The few heifers that have freshened so far have been high testers.

### Buy a Young Bull

From this great sire and increase the test of your herd

PRICES LOW FOR YOUNG STOCK

Herd Under Federal Supervision

## Jerseys

Financial Sensation  
153793

"The Best Bred Bull in the World"

Heads the Herd at

Greystone  
Jersey Farm

West Chester, Pa.

The Greystone herd is one of the greatest Jersey herds in America and, in the line-breeding of the Financial King strain of Jerseys, are making great strides, both in type and production.

Tie up with the Greystone herd with a son of Financial Sensation, the \$60,000 sire.

## Holsteins

BLUE ROCK FARMS

Senior Sire

King Valdessa Pontiac  
Tritomia No. 313861

The 4 Per Cent. Butter Fat Bull

Reserve a bull calf from him out of a good cow now. We sell them young and do not keep them on hand.

Priced for the farmers

Herd Federal Tuberculin Tested

Frank A. Keen  
West Chester, Pa.

## Holsteins

Towns End Farms

Home of the Long Distance Bull

King Pietertje  
Ormsby Piebe 17th  
No. 294184

His Four Nearest Dams Average:

Butter—1 yr.—1123 lbs.  
Milk—1 yr.—24185 lbs.

Bull Calves for Sale at Farmers' Prices

Also a few Heifers and A. R. O.

Cows bred to K. P. O. P. 17th

Approved Cows Taken for Service

E. P. ALLINSON  
WEST CHESTER, PA.

ACCREDITED HERD

## Ayrshires

WESTTOWN FARMS

Senior Sire

Our herd is headed by two splendid young bulls.

PENSHURST SANDY

Prize winner at National Dairy Show 1921. A son of Netherton Statesman Imported and grandson of The Champion of Scotland Brae Rising Sun.

BARON'S ITHAN OF WESTTOWN

Son of Baron's Best of Bargenoch Imported, one of the ten highest producing bulls of the breed.

FOR SALE

Grandsons of Baron's Best of Bargenoch Imported from high producing officially tested cows.

Federal Tuberculin Tested

## Pleasant View Farm Guernseys

SR. HERD SIRE  
Itchen Gold Raider of Maplehurst  
No. 47166

Sire—Imp. Itchen Gold Raider,  
No. 25040 A. R.

Dam—Imp. Dewdrop III of the Wall,  
No. (35221), A. R. No. (3717)

Record  
9780.20 lbs. milk, 519.30 lbs. fat

Class leader when record was made

JR. HERD SIRE

Langwater Royal 23rd, No. 58042

Sire—Langwater Royal,  
No. 14253 A. R.

Dam—Imp. Sequel's Daisy of the  
Manor, No. (3123), A. R. No. (2322)

Records  
10481.80 lbs. milk, 461.93 lbs. fat  
Class G

12209.60 lbs. milk, 503.67 lbs. fat  
Class E

Bulls and bull calves sired by above  
bulls out of May-Rose and Glenwood  
Dams for sale.

Herd under Federal Supervision

Norman B. Chandler  
UNIONVILLE, PA.

THIS SPACE FOR SALE

Write

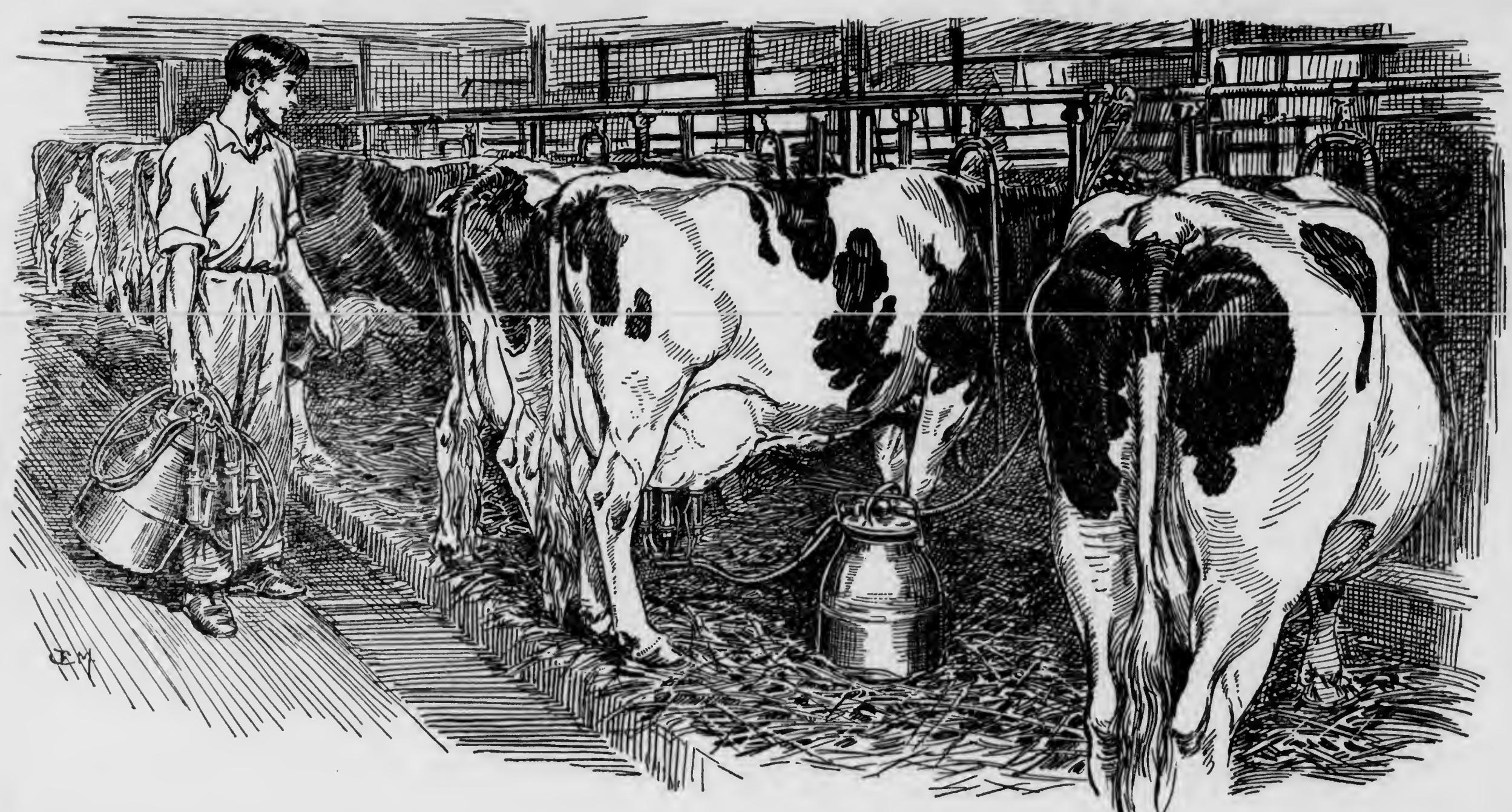
The Milk Producers Review

721 Heed Building  
Philadelphia, Pa.

FOR SPECIAL OFFER

Imp. Holstein Butter Fat

100% Pure Butter Fat



## There are now more than 10,000 De Laval Milkers in use

in the United States and Canada, and it is doubtful if any group of users of any kind of equipment is more satisfied.

This is a remarkable record in view of the fact that these milkers were introduced and sold during the worst financial depression the country has ever known—when no equipment of any kind was purchased except that which was absolutely necessary, and which would make and save money.

The De Laval Milker has proved in a striking way that it is a necessity on every farm where ten or more cows are milked, and that it will save and make enough money to pay for itself in a short time.

Many cows milked the De Laval way have made splendid records, most notable of which is Orndyke Pietertje Korndyke, owned by Mr.

R. R. Stevens of Bowmanville, Ontario, who has just recently made a world's record in the 305-day class. Owners, almost without exception, state they get more milk with a De Laval, with the same cows and feed, than with any other method of milking, either hand or machine.

More than this, some of the best certified milk today is being produced with a De Laval, proving that it is capable of producing the highest grade of milk.

The De Laval Milker has proved beyond question of doubt that it can produce more and cleaner milk, at great saving in time and labor. It increases production and cuts the cost of production. It is bound to make more profit and put more satisfaction in the dairy business. Sold on easy terms. Write for complete information.

### The De Laval Separator Company

NEW YORK  
165 Broadway

CHICAGO  
29 East Madison Street

SAN FRANCISCO  
61 Beale Street

Sooner or later you will use a  
**De Laval**  
Milker and Cream Separator



# INTER-STATE Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, INC.

VOLUME III

WEST CHESTER, PA., AND PHILADELPHIA, PA., MARCH, 1923

NUMBER 11

## STATE WIDE CONFERENCE Pennsylvania Farm and Co-operative Marketing Associations

### STATE FEDERATION FORMED

The first state-wide meeting of Farm and Co-operative Marketing Associations of the State of Pennsylvania was held in Harrisburg, Pa., February 20th and 21st, 1923, at the call of the Governor, Hon. Gifford Pinchot, and under the direction of Secretary of Agriculture, F. P. Willits.

There are in the Commonwealth of Pennsylvania, 318 farmers co-operative organizations, a number of which, however, are interlocking. Upwards of two hundred delegates, representing the various organizations of the state were in attendance.

The meetings were held under the direction of F. P. Willits, Secretary of Agriculture, assisted by Deputy Secretary, John M. McKee, with August A. Miller, editor of the Milk Producers Review, acting as secretary.

Secretary Willits in calling the meet-

average, about 95 per cent. of the prices of 1914 while the average price of general farm products has been from 65 to 70 per cent.

A large measure of education is necessary not only for the farmer but for the public as well. The consumer must be educated that farmers cannot continue on the present basis. Co-operation, both on the part of the farmer and consumer will be necessary to bring about the desirable end.

Orderly marketing is one way to relieve the situation and should be carefully studied by all.

#### President Thomas' Address

John M. Thomas, president of Pennsylvania State College, who was then called on, congratulated the Secretary of Agriculture on his happy thought that made this gathering of agricultural organizations of the state possible. He

right of way and no students in that department of the college had been turned away.

John D. Miller, president of the National Milk Producers Federation and Vice-President of the Dairymen's League Co-operative Association, was then introduced by the Secretary and said in part, that he appreciated highly the action of the Secretary in calling this conference and he believed that it may have great possibilities for the agriculture of Pennsylvania. The readjustment of agriculture and its depressed condition is due to the conditions following the great war. Ultimately this depression will be corrected, but it will take some time, and it is not because our farmers are not efficient, in fact they are the best in the world, but rather because of inefficient marketing, which represents the continuation or what might be termed the other end of agriculture.

property and private gain. Co-operative associations, because of their direct and proper solution of agricultural problems will become the decisive factor in the maintaining of our ancient landmark.

In conclusion, Mr. Miller said, "Some how, in no particular way, but somehow, our Secretary of Agriculture will find a way, to hold these periodic conferences, to present and explain views, to discuss problems for our mutual benefit, because no one branch of agriculture can permanently prosper while another continues depressed."

Secretary Willits then presented Mrs. F. C. Black, President of the Society of Pennsylvania Farm Women, who said that the Farm Women were not an organization for co-operative marketing but one for the betterment of the farm homes. Women represented 70 per cent. of the people on the farm and had been considered in the light of three meals a



Delegates attending first state wide Conference of the Farm and Co-operative Marketing Associations of Pennsylvania  
Harrisburg, February 20-21, 1923

ing, which was held in the Senate Caucus Chamber, in the Capitol, to order, made a brief welcoming address, saying in part:—

Farmers, owing to the depreciated value of farm products and high costs of farm implements as well as higher labor costs, find themselves in a difficult position.

Farm produce, on the average sells at practically the same prices as prevailed before the late war. In many cases, prices are even lower than in 1914, while costs of production are from 50 to 100 per cent. higher.

Governor Pinchot, as well as myself, believe that much can be gained by the co-ordination of the ideas of farm and co-operative marketing organizations of the state. We can learn by a frank interchange of ideas and opinions. We can profit by the successes as well as the failures of others.

Milk producers organizations have gained much for their dairymen by organized effort, in the marketing of their products. They have obtained, on the

What is Co-operative Marketing? What is the object of co-operative marketing? Its enemies insist that co-operative marketing means the arbitrary fixing of prices, regardless of the law of supply and demand. Any organization that does that is bound to fail.

The real purpose of co-operative marketing is to see to it that what farmers receive are the prices based on the law of supply and demand and supply and demand at the right time and place. That is the supply and demand in the consumptive market, reflected back to the producer on the farm.

Orderly marketing is a factor of co-operative marketing. An adequate supply must be assured but never more than an adequate supply. Selling without orderly marketing is a dumping process. Bumper crops bring less return in the aggregate. Every bushel of wheat produced will ultimately be consumed but this prospective demand is too often lost sight of.

Agriculture is one great fundamental industry, founded on the right of private

day, too long. The farm women were not a minor problem in agriculture and that they must be expected to be heard from.

R. W. Balderston, representing the Pennsylvania State Dairy Council, then presented the following resolution.

Whereas, the manufacture and sale of filled milk was a menace to the dairy industry and injurious to the health of the nation, be it therefore

Resolved, That the delegates of 318 farm organizations assembled in conference at Harrisburg, Pa., on call of Governor Pinchot, urge that immediate favorable action be taken by the United States Senate on the Voigt Bill and that the Pennsylvania Senators be urged that every effort be used to give this measure precedence due it as a health measure and for the protection of agriculture and the dairy industry.

The adoption was moved together with a resolution that the same be telegraphed Senator G. W. Pepper and Senator David A. Reed. The motion was unanimously adopted. (Continued on page 3)

## BALANCED RATIONS

BY PROF. GEORGE A. OLSEN

The present idea of balancing the ration carries with it a combination of feeds and minerals which are provided with ample amounts of well known constituents.

A short time ago the nutrition experts were laboring with farmers on the importance of feeding stock balanced rations.

As a result of this campaign many farmers learned how to select and utilize the feeding stuffs high in protein as supplements to the more starchy products raised on the farm. There remained, however, quite a number of farmers who had not learned the value of balancing the ration and consequently were forced to compete against more skillful feeders of stock.

Following the balanced ration program there developed through Dr. Armby and other researchers a better understanding as to the net value (therms) of various feeding stuffs.

The realization of the energy values of feeding stuffs in relation to energy requirements was a scientific advancement in nutrition of considerable importance. Doubtless the energy value of the feeding stuff as in case of the balancing value of rations will in time become a practical working basis in the correct feeding of stock. It will require, nevertheless, considerable time and study before the farmers in general will be able to grasp the significance of these researches and this condition is no different than that which occurred with reference to the importance of balancing the ration.

During the above period another group of investigators devoted their time to the mineral requirements of animals, for it was early realized that balanced rations or the net energy contained in the ration did not always fulfill the body needs.

Thus, in some regions "big neck" and other sections goitre troubles developed.

Among hogs hairlessness was frequently met with. Porosity of bone, blindness and other apparent defects were also noted.

A large amount of research pointed to the value of the element iodine as a means for controlling goitre troubles and various calcium salts such as slacked lime, rock phosphate and agricultural gypsum have been used to supplement the calcium content of feeding stuffs.

In addition to these wood ashes, kainit, flowers of sulphur, sodium sulphate, magnesium sulphate and iron sulphate have been used to reinforce the minerals in the ration. The results obtained show that various other minerals are equally as indispensable as sodium chloride. The addition of the minerals does not always show improvement because some rations contain more of the minerals than others.

The mineral supplements, however, assure against a shortage of them in the diet.

PENN STATE HELPED  
BY MILK PRODUCERS

The milk producers of the southeastern part of Pennsylvania, through the Inter-State Milk Producers Association, recently joined in the emergency building fund campaign of the Pennsylvania State College by contributing the money equivalent of one day's milk supply towards the erection of a student dormitory to be built by the livestock men of the state. In their resolution of endorsement the Pennsylvania members of the association stated that the college, "which is the head of the state's free educational system, is unable through lack of buildings and equipment to admit hundreds of young men and women who desire a higher education" and "we recommend to the state legislature that provision be made for ample support of the Pennsylvania State College." The farmer milk producers in other parts of the state are undertaking movements in support of the Penn State \$2,000,000 drive.

Apparently the mineral deficiency in the feed is due to an inadequate supply of them in the soil or due to the utilization of only those parts of the crops which are recognized to be low in minerals. The cereals are known to be low in chlorine, sodium and calcium. The first two of these elements are contained in rock or table salt while calcium in various forms is now more frequently being resorted to.

Another development in nutrition work has brought out the fact that all proteins used in balancing rations are not of equal value. The larger proportion of the con-

stituents, sometimes spoken of as building stones, are present in small quantities. These constituents have been identified and students of careful feeding are now paying more attention to the nature of the protein used in the ration.

But the most valuable components of feeding stuffs are present in imponderable, infinitesimal quantities. Reference is made to the vitamins which are frequently classified as fat soluble A and water soluble B and C. Some authorities are of the opinion that there is a fourth ingredient and we are waiting with interest a report of the progress in this very interesting branch of research. Much depends upon the proper development of animals and in this respect the vitamins have been found to be indispensable.

It has been observed that some farm crops contain more of the various essentials than others and there is also an indication that the quantity of each in a species varies. Alfalfa and clover appear to contain A and B factors in ample quantities while timothy is less valuable as a source of the A essential. Small quantities of the A factor are also found in cereals and especially in the embryonic part of the grain. The B factor appears to be well distributed in the cereals and therefore reacts on the consumption of milk. The buyer, on the other hand, in an effort to avoid obtaining any garlic, sometimes draws his rules so strictly that occasionally milk which is not sufficiently impregnated with garlic to cause dissatisfaction on the part of the consumer, is rejected.

The elimination of garlic flavored milk is a matter of care in the method of production and handling on the part of the producer. Cows should not be turned out to pasture in the very early spring when about the only succulent thing obtainable in the fields is garlic. Provision should be made for winter feeding until such time as grass gets an ample start so that cows will have sufficient grass to eat.

In turning out cows for the first time we recommend the plan of one Talbot county, Maryland, farmer who turned out only one cow, reserving her milk for home consumption. If it was found to contain garlic, the hours of pasture were cut down on this particular cow until no trace of garlic could be noticed. When he had reached the point where he could notice no garlic flavor in the milk he turned the remainder of cows in the herd out for that period for a corresponding time.

It seems to be an established fact that certain cows will retain the garlic flavor longer than others and in treating an entire herd alike it may be found that some cows will produce milk flavored with garlic while others in the same herd, and pastured under the same conditions, will not have a noticeable garlic flavor to their milk.

The wise producer will eliminate from the milk he is going to ship the milk of any cows on which he can notice the slightest taint of garlic while milking. A plan that helps out somewhat is to feed some dry feed—such as corn stover, hay or grain—after the cows have been brought in from pasture, as the act of chewing the cud on this dry feed helps to eliminate garlic from the system.

It is especially urged this year that producers of milk in those territories where garlic is prevalent, give the closest personal attention to the control of garlic in their milk.

The records of one dairy improvement association show that last year it contained seven cows that didn't pay even for grain and roughage.

## GARLICKY MILK

BY C. I. COOKE

About the time the first robin puts in its appearance, the buyer of milk, who draws his supply from that territory where garlic grows freely, begins his annual worry about garlicky milk; and even before this period he actually begins to lay plans for controlling his milk supply with a view of eliminating milk that is flavored with garlic.

Every year this leads to confusion and misunderstanding between dealer and producer; the distributor feeling that he must draw lines very tight in order to avoid loss of the consumers' trade; the dairyman feeling he is being discriminated against because of the season of the year and its attendant surplus of milk. The entire situation therefore, is unsatisfactory to both the producer and the buyer of milk. It would be well for both of them to consider the garlic situation in a common sense way.

The entire situation therefore, is unsatisfactory to both the producer and the buyer of milk. It would be well for both of them to consider the garlic situation in a common sense way. The producer should understand that there is no market in which he can long continue to sell garlic flavored milk because it is unsatisfactory to the consuming public, and therefore reacts on the consumption of milk. The buyer, on the other hand, in an effort to avoid obtaining any garlic, sometimes draws his rules so strictly that occasionally milk which is not sufficiently impregnated with garlic to cause dissatisfaction on the part of the consumer, is rejected.

These figures are thought to give a good indication of the trend of milk consumption among all the people of the country. There are, however, variations in different sections that may be attributed to various factors, including climate and the kind of population. The per capita consumption is shown to be lowest in the Southeastern States, where the climate makes the preservation of milk more of a problem than in the North, and where there is a large proportion of negroes who are small users of milk.

The per capita consumption of milk in cities varies a great deal. The large cities have a higher rate of consumption per capita than the smaller ones, with the exception of those having less than 5,000. The people in these villages and small towns are the biggest users of milk in the country. The following list shows the daily per capita consumption in some of the important cities: New York, 0.70 of a pint; Chicago, 0.70; Baltimore, 0.48; Rochester, 0.66; Denver, 0.98; Fort Worth, 0.53; Hartford, 1.04; Kansas City, Mo., 0.68; Louisville, 0.45; Detroit, 0.84; Washington, D. C., 0.61; Boston, 1.01; Concord, N. H., 1.17; Columbia, S. C., 0.40; Los Angeles, 0.97; Omaha, 0.84; Philadelphia, 0.66; Portland, Oregon, 0.86; Portland, Maine, 0.85; Salt Lake City, 0.58; San Francisco, 0.51; Seattle, 0.74; St. Louis, 0.53; Yonau, Porto Rico, 0.078; Honolulu, 0.24; Milwaukee, 0.85; Minneapolis, 0.70.

As a nation we are becoming greater consumers of milk every day. In the last decade, as determined from figures supplied by health officers of 356 cities having a total population of 32,000,000, the daily per capita consumption has increased from six-tenths of a pint for every man, woman and child to seven-tenths of a pint. This is an increase of nearly 17 per cent.

We know what other countries have done in this matter and one main reliance, co-operation, has brought them out of hard times and put producers on their feet. Co-operation is not so much a method as it is a life."

We must have a spirit of get-together,

work together, the position and attitude of give and take, not only and solely for ourselves but for the common good.

A fellow can't keep on hating a man if they sit down and work together for the things they both need.

My interest in this matter is not new. I believe in it and it gave me very keen pleasure and gratification when Secretary Willits brought the idea of this conference to me. I am confident it will bring results. The farm people of Pennsylvania are blanketed by the other industries of the state and you are here with a real object and I believe that you and Secretary Willits will get together and render a real service to the Commonwealth in which I will help with all my power.

Deputy Secretary of Agriculture, John M. McKee, then announced the working program of the conference.

Plans of Conference

The Conference is planned as a working one where those attending will be subdivided into committees based on commodity interests, as follows:

Grain and Hay  
Potatoes  
Fruits  
Vegetables  
Tobacco

Swine  
Beef Cattle  
Dairy  
Sheep  
Poultry

Horses

Dr. Brunner, Animal Industry.

Dr. Quinn, Animal Industry.

P. S. Brennan, Dairymen's Co-operative Sales Co., Pittsburgh, Pa.

Henry Woolman, Supple-Wills-Jones Co., Philadelphia, Pa.

F. W. Twining, Philadelphia, Pa.

R. H. Gilbert, Vice President, Guernsey Breeders' Association, Tyrone, Pa.

Fruit Committee

C. Arthur Gries (Chairman)

Dr. S. W. Fletcher (Secretary)

H. C. Brinton, Hanover, Pa.

Ralph Clayberger, National League of Commission Merchants, 134 Dock St., Philadelphia, Pa.

P. S. Fenstermacher, State Horticultural Association, Allentown, Pa.

Dr. S. W. Fletcher, State Horticultural Association, State College, Pa.

W. E. Grove, State Horticultural Association, York Springs, Pa.

Guy L. Hayman, President, Fruit Growers Association of West Chester, Northbrook, Pa.

Charles H. Hayes, Keystone Co-operative Grape Association, North East, Pa.

W. L. Minick, Adams County Fruit Packing and Distributing Company, Biglerville, Pa.

C. P. Omwake, Omwake Brothers, Greencastle, Pa.

D. M. Wertz, State Horticultural Association, Waynesboro, Pa.

R. D. Anthony, State College, Pa.

Paul Thayer, State College, Pa.

J. S. Oberle, Middleburg, Pa.

J. H. Knode, Chambersburg, Pa.

W. C. McCubbin, Harrisburg, Pa.

Swine Committee

Dr. H. H. Havner, State College, Pa. (Chairman)

J. M. Fry, Sunbury, Pa., (Secretary)

Geo. S. Barnhart, Greensburg, Pa.

C. L. Rumberger, Uniontown, Pa.

E. M. Christen, State College, Pa.

Geo. E. Motter, Two Taverns, Pa.

Levi K. Yoder, Readsville, Pa.

(Continued on page 8)

March, 1923

MILK PRODUCERS REVIEW

## STATE WIDE CONFERENCE

Pennsylvania Farm and Co-operative Marketing Associations

(Continued from page 1)

## The Governor's Address

A brief address by the Hon Gifford Pinchot, Governor of Pennsylvania, followed. The Governor said, "I am a dirt farmer and I am proud of it. I have had years of genuine interest for the farmer. With Secretary Willits, that old Granger, I have been at it for years. We have been trying to find out what ought to be done. I have one or two convictions on this matter and the fundamental one is that co-operation is the road along which we have got to travel to reach things that have got to be done.

We know what other countries have done in this matter and one main reliance, co-operation, has brought them out of hard times and put producers on their feet. Co-operation is not so much a method as it is a life."

We must have a spirit of get-together, work together, the position and attitude of give and take, not only and solely for ourselves but for the common good.

A fellow can't keep on hating a man if they sit down and work together for the things they both need.

My interest in this matter is not new. I believe in it and it gave me very keen pleasure and gratification when Secretary Willits brought the idea of this conference to me. I am confident it will bring results. The farm people of Pennsylvania are blanketed by the other industries of the state and you are here with a real object and I believe that you and Secretary Willits will get together and render a real service to the Commonwealth in which I will help with all my power.

We must have a spirit of get-together,

work together, the position and attitude of give and take, not only and solely for ourselves but for the common good.

A fellow can't keep on hating a man if they sit down and work together for the things they both need.

My interest in this matter is not new. I believe in it and it gave me very keen pleasure and gratification when Secretary Willits brought the idea of this conference to me. I am confident it will bring results. The farm people of Pennsylvania are blanketed by the other industries of the state and you are here with a real object and I believe that you and Secretary Willits will get together and render a real service to the Commonwealth in which I will help with all my power.

We must have a spirit of get-together,

work together, the position and attitude of give and take, not only and solely for ourselves but for the common good.

A fellow can't keep on hating a man if they sit down and work together for the things they both need.

My interest in this matter is not new. I believe in it and it gave me very keen pleasure and gratification when Secretary Willits brought the idea of this conference to me. I am confident it will bring results. The farm people of Pennsylvania are blanketed by the other industries of the state and you are here with a real object and I believe that you and Secretary Willits will get together and render a real service to the Commonwealth in which I will help with all my power.

We must have a spirit of get-together,

work together, the position and attitude of give and take, not only and solely for ourselves but for the common good.

A fellow can't keep on hating a man if they sit down and work together for the things they both need.

My interest in this matter is not new. I believe in it and it gave me very keen pleasure and gratification when Secretary Willits brought the idea of this conference to me. I am confident it will bring results. The farm people of Pennsylvania are blanketed by the other industries of the state and you are here with a real object and I believe that you and Secretary Willits will get together and render a real service to the Commonwealth in which I will help with all my power.

We must have a spirit of get-together,

work together, the position and attitude of give and take, not only and solely for ourselves but for the common good.

A fellow can't keep on hating a man if they sit down and work together for the things they both need.

My interest in this matter is not new. I believe in it and it gave me very keen pleasure and gratification when Secretary Willits brought the idea of this conference to me. I am confident it will bring results. The farm people of Pennsylvania are blanketed by the other industries of the state and you are here with a real object and I believe that you and Secretary Willits will get together and render a real service to the Commonwealth in which I will help with all my power.

John A. Bell, Penna. Federation of Holstein Freisian Clubs, Coraopolis, Pa.

R. F. Brinton, Inter-State Milk Producers Association.

C. I. Cohee, Philadelphia Inter-State Dairy Council.

M. J. Grimes, Catawissa, Pa.

W. H. Stevenson, Midvale, Pa.

P. R. Boltz, Lebanon, Pa.

Arthur Gries, Guernsey, Pa.

## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.

F. P. Willits, Managing Editor  
A. A. Miller, Editor and Advertising Mgr.  
Published Monthly by the Inter-State Milk  
Producers Association, Inc.

Business Offices  
24 E. Market St., West Chester, Pa.  
720-722 Head Bldg., Philadelphia, Pa.

Editorial Office  
720-722 Head Bldg., Philadelphia, Pa.  
Bell Telephone Locust 5591, Locust 5592  
Keystone, Race 6879

Printed by Horne F. Temple  
West Chester, Pa.

Subscription Price  
50 cents a year in advance  
Advertising rates on application

Officers and Directors  
Inter-State Milk Producers Association  
President, H. D. Allebach  
Vice President, Frederick Shangle  
Secretary, E. W. Balderson  
Treasurer, Robert F. Brinton

J. H. Bennett F. P. Willits  
Robt. F. Brinton F. W. Miller  
H. D. Allebach Albert Saris  
John V. Bishop Frederick Shangle  
E. Nelson James E. H. Donovan  
E. R. Pennington S. H. Troutman  
F. M. Twining H. I. Lauver  
Ira B. Marvel J. A. Pough  
A. B. Waddington S. Blaine Lehman  
A. R. Marvel Harry B. Stewart  
J. Brady Smith

Entered as second-class matter, June 8, 1920, at the post office at West Chester, Pennsylvania, under the Act of March 3, 1879.

### Editorial



### THE VOIGT BILL

The dairy industry has carried its fight against filled milk substitutes practically to a successful conclusion.

The Voigt Anti-filled Milk Bill, prohibiting the movement of filled milk in inter-state commerce and in export, as well as prohibiting its manufacture and sale in the United States possessions, is now a law of the country.

By the hardest kind of work it was gotten on the floor of the United States Senate and passed before adjournment. The House of Representatives concurred in certain minor amendments to the bill made by the Senate Agricultural Committee, which had been agreed to by the dairy interests.

Agricultural co-operative associations have played an important part in this legislation. Dairy interests particularly, have been an important factor.

Organizations interested in the public health, women's organizations, labor organizations, in fact everyone interested in the welfare of the nation has played their part.

The successful termination of this legislation has been the result of one great co-operative movement, ably organized, ably led, and ably conducted by the rank and file.

All are to be congratulated for the successful termination of the fight for dairy products, pure and unadulterated, so vitally necessary for the maintenance of the public health and the welfare of the nation.

### STANDARD TIME

There is an opportunity to have daylight saving, so-called, eliminated. The Derrick Bill, Pennsylvania Senate Bill No. 217, provides for only one standard of time—Eastern Standard Time, every day in the year and abolishes present

ordinances, rules and regulations establishing daylight saving.

An effort to amend the bill, permitting daylight saving in cities of the first class (Philadelphia) will no doubt be made. Public hearings will be necessary but just now do not fail to write your Senators and Representatives in the Pennsylvania Legislature that the Derrick Bill, Senate 217, in the form in which it was introduced is what is necessary to save agriculture from the losses and inconveniences due to daylight saving.

### YOUR STOCK CERTIFICATE

Inquiry as to the value of a stock certificate of a member of the Inter-State Milk Producers Association, Inc., has been occasionally made of the headquarters office.

These inquiries come from members who have discontinued farming and are therefore no longer shipping milk.

Stock certificates of the Inter-State Milk Producers Association, Inc., are the personal property of the members in whose name they have been issued.

These certificates are based on price per hundred pounds for 3 per cent. fat milk in the 201-210 mile zone.

### COCONUT OIL BUTTER

"If at first we don't succeed, let's try another way." This is not an exact quotation but it fills our bill.

We read with interest that the Federal Bureau of Internal Revenue has discovered oleo in Philadelphia by the sampling of commodities marked "butter" which was found in fact to be oleomargarine—a compound of butter and coconut oil—with at least sixty per cent. of coconut oil content.

It is also said that the product was manufactured in New Jersey and has been marketed in quantity throughout the east. Some of the product has gone into consumption without detection.

It might appear that since New Jersey has driven the use of coconut oil out of milk as a substitute for butterfat—that another medium—the product of the dairy cow, butter, is being tried out.

### COMMODITY PRICES IN PENNSYLVANIA

Commodity prices are again moving upward. Taking 100 as the basis of living in 1914, the peak was touched in 1919 when the cost touched 182.

From that point it fell to 154 last August, since which time it has slowly but gradually risen again. These statistical maps may not mean much to the ordinary person; they look like a physician's fever chart. But everybody knows the family expenses are not decreasing.

Agriculture has come out of the past year with an output nearly two billion dollars better than a twelve-month earlier. That sum represents the value of farm products compared with 1921.

Probably the net result to most farmers, however, was not favorable for the year. Many incurred losses. No general prosperity can exist if the great business of agriculture is not remunerative.—The Girard Letter."

Through a confusion of names by the awarding officials in compiling the awards made at the recent Pennsylvania State Farm Products Show at Harrisburg, Pa., the award for the highest grade in Class I A Raw Market Milk in 1922, the value of this butter is estimated at \$16,496,400. In 1922 the production was 36,011,500 pounds, but its estimated value was less, being \$15,891,458.

York county ranked first with 1,576,896 pounds, Lancaster county with 1,391,667 pounds was second and Washington county with 1,303,207 pounds, third. The average price for farm butter in Pennsylvania in 1922 was 48 cents a pound.

### DAIRYMEN'S LEAGUE CO-OPERATIVE ASS'N JANUARY PRICES

The Dairymen's League Co-operative Association, Inc., announced the following pool price paid farmers per hundred for 3 per cent. fat milk in the 201-210 mile zone for January.

Pool Price ..... \$2.285  
Expenses ..... .075  
..... ..... .2210  
Certificate of Indebtedness ..... .10

Cash Price ..... \$2.11

### IRREGULARITIES CAUGHT

#### Increased Field Forces Prove Value

That the increased field forces of the Inter-State Milk Producers Association are proving their worth has been developing in a number of different instances.

An outstanding case at one station in Chester county is worthy of mention.

Irregularities on the part of one Fred O. P. Shutt, manager of the Honeybrook, Pa., receiving station of the Scott-Powell Co., were discovered through visits of the Inter-State Check Tester and Field Man. Composite samples had disappeared. Investigations were under way.

About this time a change in the method of distribution of checks in payment of farmers' milk was made. Checks had been distributed through the receiving stations. Under the new plan checks are mailed direct to the shippers.

Peculiarly several checks were mailed to members of the Milk Producers Association, who for some time had discontinued shipping milk to that station.

These conditions reported to the association were immediately investigated.

A meeting of the Milk Producers of the Honeybrook district was called and held on Monday evening, March 5th. Upwards of 150 attended. H. D. Allebach, president, F. W. Twining, Chas. C. Cook and Clayton Reynolds, field men, represented the headquarters office of the association. The whole situation was discussed. Apparently all checks had been received heretofore by the creamery manager. The checks in question had been cashed by others than those in whose name they were drawn.

Representatives of the Scott-Powell Co. stated that they had checked on test and weight of milk received at their Philadelphia plant from that station and if there was any shortage or manipulation of tests, it was up to the farmers to prosecute because they had been the losers. Shutt is no longer in their employ.

A committee of five was appointed to take whatever action was necessary.

After a meeting of the committee it was decided that immediate action be taken. A warrant was obtained charging F. O. P. Shutt, Honeybrook, Pa., the receiving station manager, with a series of check forgeries and also with obtaining money under false pretenses. At a hearing before Justice R. H. White, of Honeybrook, Shutt was held in \$3000 bail for court. The case will be heard in West Chester on April 30th.

Squire White is reported as stating that Shutt had for a long time past been receiving checks for farmers who sent no milk to the station and had had them cashed. That Shutt, the creamery manager had either given false weights to regular shippers or watered their milk so as to have a surplus which was shipped under fictitious names. Checks alleged to have been forged in this manner were said to aggregate several thousand dollars.

The Inter-State Milk Producers Association will co-operate with the district attorney of Chester county in the prosecution of this case.

The outcome of this matter will be awaited with interest by our members generally.

### DELAWARE MILK LEGISLATION

The Delaware Legislature now has before it House Bill No. 100, which has been drawn along the lines of the proposed Pennsylvania act, prohibiting the manufacture and sale of filled milk in that state.

March, 1923

### MILK PRODUCERS REVIEW

March, 1923

### LATEST MARKET PRICES

SELLING PLAN  
Under the Philadelphia Selling Plan, the average volume of milk shipped during October, November and December, establishes shippers basic quantity or classification as to basic and surplus milk shipped during the first nine months in the following year.

All milk shipped in excess of the basic quantity and equal in amount to the basic amount will be paid for as Class II surplus. Milk in excess of double the amount of basic milk will be paid for as Class III surplus.

Quotations are based on 3 per cent. butterfat milk, with a differential of 4 cents for each tenth point and 2 cents for each half tenth point up or down.

#### FEBRUARY BASIC PRICES F. O. B. PHILADELPHIA

Country Receiving Station  
Grade B Market Milk

Quotations are for railroad points. Inland stations carry differentials subject to local arrangement.

#### Grade B Market Milk

These prices include a deduction of one cent per 100 pounds, which amount, together with one cent per 100 pounds, contributed by the buyer, is to be turned over to the treasurer of The Inter-State Dairy Council for the purpose of carrying on a publicity campaign advertising the food value and greater consumption of dairy products. The commission of 2 cents per hundred pounds from the members of the Inter-State Milk Producers Association is to be deducted and returned to the Association as heretofore.

#### Freight and Receiving Station Charges

Deducted

Basic Price per 100 lbs. per quart  
Test per cent. Miles Freight on 100 lbs. milk  
per 100 lbs. per quart

Test per cent.	Miles	Freight on 100 lbs. milk per 100 lbs. per quart	Basic Price per 100 lbs. per quart
8.	2.97	.268	\$2.46
8.05	2.99	.260	2.45
8.1	3.01	.252	2.45
8.15	3.03	.244	2.45
8.2	3.05	.236	2.45
8.25	3.07	.228	2.40
8.3	3.09	.220	2.36
8.35	3.11	.212	2.32
8.4	3.13	.204	2.28
8.45	3.15	.196	2.24
8.5	3.17	.188	2.21
8.55	3.19	.180	2.18
8.6	8.21	.172	2.15
8.65	8.23	.164	2.12
8.7	8.25	.156	2.09
8.75	8.27	.148	2.07
8.8	8.29	.140	2.04
8.85	8.31	.132	2.01
8.9	8.33	.124	1.98
8.95	8.35	.116	1.95
9	8.37	.108	1.92
9.05	8.39	.100	1.89
9.1	8.41	.092	1.86
9.15	8.43	.084	1.83
9.2	8.45	.076	1.80
9.25	8.47	.068	1.77
9.3	8.49	.060	1.74
9.35	8.51	.052	1.71
9.4	8.53	.044	1.68
9.45	8.55	.036	1.65
9.5	8.57	.028	1.62
9.55	8.59	.020	1.59
9.6	8.61	.012	1.56
9.65	8.63	.004	1.53
9.7	8.65	—	1.50
9.75	8.67	—	1.47
9.8	8.69	—	1.44
9.85	8.71	—	1.41
9.9	8.73	—	1.38
9.95	8.75	—	1.35
10	8.77	—	1.32
10.05	8.79	—	1.29
10.1	8.81	—	1.26
10.15	8.83	—	1.23
10.2	8.85	—	1.20
10.25	8.87	—	1.17
10.3	8.89	—	1.14
10.35	8.91	—	1.11
10.4	8.93	—	1.08
10.45	8.95	—	1.05
10.5	8.97	—	1.02
10.55	8.99	—	0.99
10.6	9.01	—	0.96
10.65	9.03	—	0.93
10.7	9.05	—	0.90
10.75	9.07	—	0.87
10.8	9.09	—	0.84
10.85	9.11	—	0.81
10.9	9.13	—	0.78
10.95	9.		

# Need Help

In Planning Your Entertainment for Your Community, Your Local or Club Meetings?

Call on the Dairy Council, it is Your Organization

You may have lecturers and speakers on "Milk for Health," "How a City Gets Its Milk Supply," "Dairying in Foreign Lands," Better Dairying Methods" and other subjects.



Motion Picture Films on Dairying Subjects, Lantern Slides, Plays for the Children, Literature, Posters, etc.

These Are at Your Service Without Cost

The Dairy Council has carried the message of "Milk for Health" to thousands of consumers and producers. Why not include those in your community.

Let Us Plan Your Entertainment

Write for Detailed Information

Philadelphia  
Interstate Dairy  
Council

721 Heed Building

Philadelphia

## FEBRUARY MILK MARKET

### Surplus Shows Slight Decrease

Seasonable conditions have been reflected in the milk market in this territory during February.

The supply of market milk for fluid consumption has been well maintained and there has been little excess milk, on the whole, on the platforms. Some temporary surpluses were apparent as was to be expected with changes in weather conditions.

February surplus is estimated to have been about ten per cent. of the supply, practically all Class I milk. The proportion of Class II milk is estimated at about two per cent.

Prices of excess milk have been governed by the daily supply and demand, and for the most part have ranged from 6 to 7 cents a quart on city platforms, the average being close to the Class I surplus price for the month.

At the close of the month the general milk market in this district was comparatively good.

Some minor adjustments connected with retail price cutting at one point outside the city were necessary during February and are in fair way to be satisfactorily arranged.

Prices for Grade B Market Milk for February delivery are unchanged at the basis of 7½ cents per quart delivered Philadelphia, or \$2.79 per hundred lbs. at receiving stations in the 50 mile zone. These prices are based on 4 per cent. butterfat milk.

#### February Surplus Price

Notwithstanding the fluctuations in the price of butter during the month, the price for surplus milk for February was but 13 cents a hundred pounds less than that for January.

Class I surplus, based on the average price of 92 score, solid packed creamy butter, New York City, plus a premium of 20 per cent., was \$2.36 per hundred pounds at all receiving stations and \$2.91 per hundred or 6.8 cents per quart delivered, Philadelphia.

Class II surplus for February was \$1.97 per hundred pounds at all receiving stations, and \$2.53 per hundred pounds or 5.5 cents per quart, delivered Philadelphia. All the above quotations are based on 4 per cent. butterfat content.

The butter market during February showed a price range of nearly 6 cents a pound. Weakness developed early in the month due to heavy receipts of both domestic and foreign butter. During the first half of the month the market was weak and irregular. In the second half the market stiffened. Foreign markets were higher and less butter for import was offered. In fact some imported butter was reshipped for export.

At the close of the month there was a general better feeling in the butter market. There was little new movement in foreign butter. Consumption was better. Buyers, however, were sensitive, but the market generally was in better shape than at the opening of the month.

Condensed and evaporated milk have been gradually advancing in price.

In sweetened condensed, the advance has been largely due to the increased price of sugar. Better buying has strengthened the evaporated market.

Foreign relief buying covered some 65,000 cases and has cleaned up the low prices.

Sweetened condensed early in February was quoted at \$5.75 to \$5.90 for miscellaneous brands, while at the close

of the month \$6.00 was asked, with little export available at \$5.85 to \$5.90.

Evaporated milk, miscellaneous brands were quoted at \$4.40 to \$4.50 a case early in the month and were firm at \$4.50 to \$4.75 at the close.

Advertised standard brands of both condensed and evaporated milk have been advancing in price more firmly than have the miscellaneous brands.

#### Effect of Some Green Feeds on Flavor and Odor of Milk

Variations in the flavor and odor of milk are the result of a number of general causes, according to the United States Department of Agriculture. The principal factors are the internal or physical condition of the cow, absorption within the body from highly flavored feeds, absorption into the milk after it has been drawn, and the development of bacteria in the milk while standing.

It has been found that many of the objectionable feed flavors and odors in milk get into it through the body of the cow and not through absorption from the air of the stable or from other causes. This has been shown to be true of silage and, more recently, of green alfalfa and, to a slight extent, of green corn. The green alfalfa should have about the same effect whether it is cut and fed in the barn or grazed.

When the green alfalfa is fed at the rate of 30 pounds to the cow one hour before milking, very pronounced off flavors and odors are produced in the milk, says the department. Reducing the quantity fed to 15 pounds moderates the intensity of the off flavors and odors, but they are present to an objectionable degree. If either of these quantities is fed immediately after milking there will be no noticeable bad odors or flavors in the milk at the next milking.

By feeding this green feed three hours instead of one hour before milking the intensity of the odors and flavors will be reduced, but they will still be there. Five hours is sufficient time practically to eliminate the bad odors and flavors. When this crop is used for silage, it is advisable to feed it after milking. When it is used as pasture for cows they should be removed from the pasture at least four or five hours before milking if the dairyman desires to produce milk of the best quality.

It is possible to reduce relatively strong off flavors and odors caused by green alfalfa, by aeration of the milk, and slight ones may be removed entirely by this means.

Green corn does not produce bad odors and flavors to the extent as green alfalfa. In fact, this green feed, used so frequently to help in keeping up the milk flow when pastures are parched, may be fed in quantities up to 25 pounds at any time without producing objectionable results. If fed in this quantity immediately before milking, slight flavors and odors may be found in the milk, but the average consumer probably would not notice them.

The dairy barn equipment is not complete without good scales. The best way to tell a good cow from a poor one is to weigh and test her milk, and keep a record of the feed she eats.

March, 1923

MILK PRODUCERS REVIEW

#### VOIGT BILL A LAW

The Voigt Bill has been enacted a Federal law.

During the closing week of the Congress it was, by determined effort, passed by the Senate. The amendments added by the Senate Committee on Agriculture, agreed to by the proponents of the bill, were concurred in by the House of Representatives. The President has signed the bill.

It has been a glorious conclusion of a hardily fought legislative battle.

The course of the Voigt bill has been one long stage of co-operative effort. For a time those favoring the bill were not united, but those who believed that it was the best possible legislation to curb the growing menace of alloyed dairy products, persisted and eventually the varied interests became a united front in their demands that Congress pass this legislation.

Cumulative evidence that the people demanded the elimination of such food products grew and grew. Various states enacted legislation prohibiting the manufacture and sale of filled milk within their borders.

Up until the day of its final passage, however, opponents of the bill were strongly in evidence—with diminishing force, however, as the legislation advanced.

#### Co-operative Efforts Win

There has probably been no greater evidence of co-operative effort than has been shown by those interested in this legislation. The dairy interests ultimately were bound by a common effort. Women's organizations saw the wisdom of the effort to promote the growth and health of children—in fact the health of the entire nation.

Section 1. That from and after the passage of this Act, Eastern Standard time shall be the standard time for all official and legal purposes in this State.

All State officials, county officials, Courts, Justices of the Peace, schools and banks shall conduct their respective offices and duties in accordance with this provision.

Section 2. Any person violating the provisions of this Act shall be guilty of a misdemeanor and upon conviction shall forfeit and pay a fine not exceeding fifty dollars (\$50.00), to be collected as fines of like amount are now collected.

This bill, we understand, has already been favorably acted upon by the Senate and has just passed the House of Representatives.

#### FIVE O'CLOCK "MILK" FOR THE CHINESE NOW

The ancient beverage of the Chinese, tea, is threatened by a formidable rival from the continent. The use of condensed milk as a beverage is steadily growing among the Chinese of the Swatow district, Consul Lester L. Schnare informs the Department of Commerce. Although excellent fresh milk, containing a high percentage of butterfat is available from the water buffaloes and other cattle maintained in considerable numbers by the farmers for draft purposes, the Chinese make no use of this on their tables, nor do they use it in cooking.

The sweetened condensed milk has won a place as a highly esteemed drink when diluted with hot water.

#### SILAGE ODORS

Silage odors are largely absorbed through the body of the cow, rather than through the air, it has been stated by leading authorities. These odors however, may be practically or entirely removed by aeration of the milk while it is still warm.

Rather heavy feeds of ensilage may be given cows one hour after milking without any undesirable flavors or odors passing into the milk.

When green alfalfa was experimentally fed in relatively large quantities one hour before milking, marked flavors and odors were noticed in the milk, but when as much as 80 pounds per cow was fed after milking there was no effect on the milk at the next milking period.

#### STANDARD TIME VS. DAYLIGHT SAVING PENNSYLVANIA

Through the efforts of the Standard Time League, a bill, Senate Bill No. 217

has been introduced by Senator George W. Derrick, Bedford county, in the State Senate of Pennsylvania, which amends the present pamphlet laws No. 21, fixing standard time at that of the mean solar time of the 75th degree of longitude west of Greenwich, known as Eastern Standard Time, by adding the following proviso:

"Provided that no county, city, borough, township or other municipal subdivision of the Commonwealth shall by ordinance, resolution, or rule adopt a different standard of time for any year or any portion of the year than that herein provided and that all ordinances, resolutions and rules heretofore adopted contrary to this proviso are declared void and of no effect."

The amended bill has been favorably reported by the Senate Committee on the Judiciary and is now on the Senate calendar.

#### Delaware

A bill has been passed, we are informed, by the Delaware Legislature, making Eastern Standard Time the standard time for all official and legal purposes in the State of Delaware. The bill provides:

#### Section 1.

That from and after the passage of this Act, Eastern Standard time shall be the standard time for all official and legal purposes in this State. All State officials, county officials, Courts, Justices of the Peace, schools and banks shall conduct their respective offices and duties in accordance with this provision.

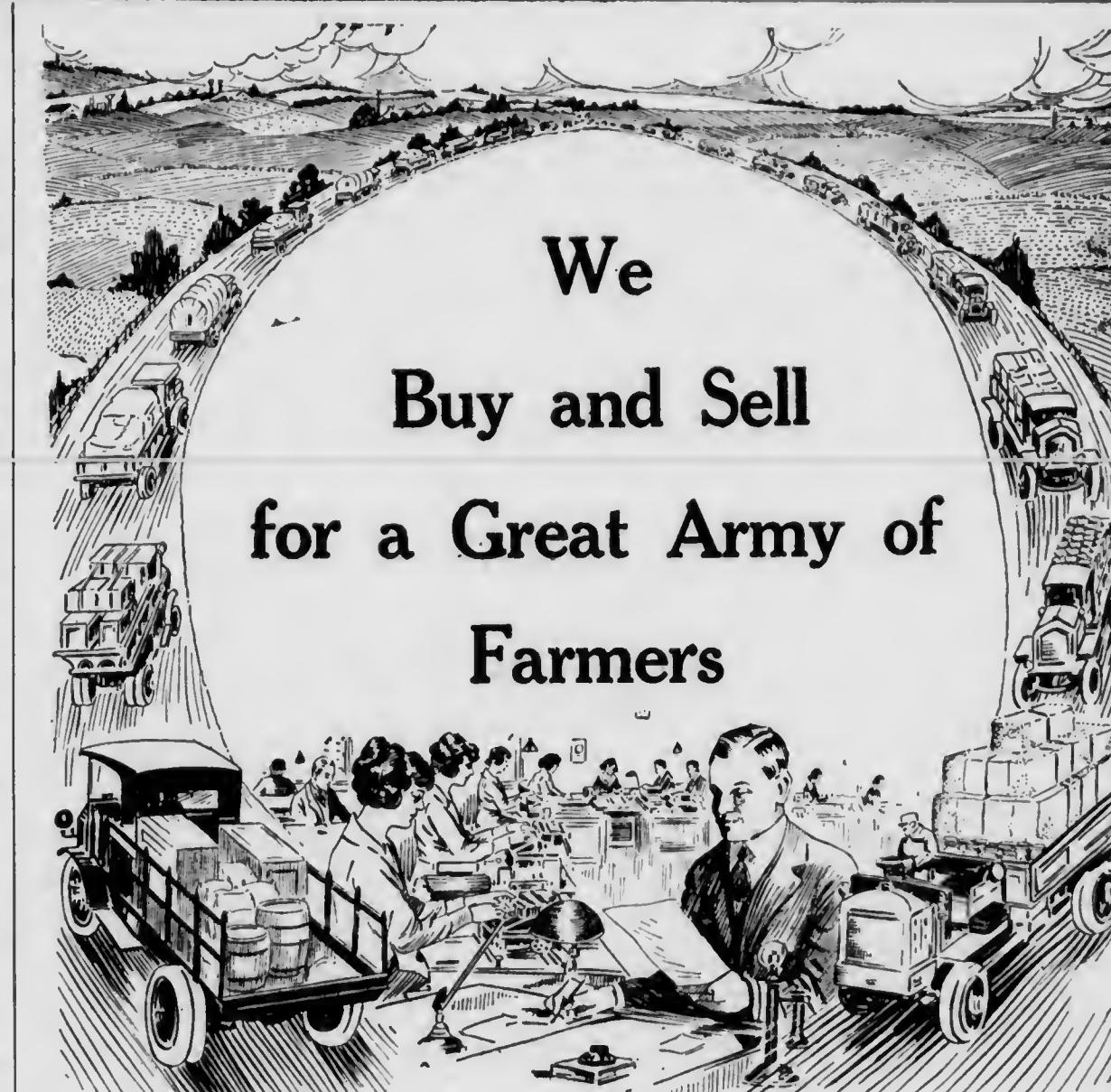
#### Section 2.

Any person violating the provisions of this Act shall be guilty of a misdemeanor and upon conviction shall forfeit and pay a fine not exceeding fifty dollars (\$50.00), to be collected as fines of like amount are now collected.

This bill, we understand, has already been favorably acted upon by the Senate and has just passed the House of Representatives.

#### REFERENCE

Ask the local secretary or purchasing agent of your farm organization as to our method of selling and reliability,



WE CAN SAVE YOU MONEY

ON

Fertilizers, Grass Seeds, Feed and Spray Materials

You are a member of a local co-operative association, subordinate grange, or farmers' club.

#### QUALITY

We handle only the highest quality products in all lines. For example, our grass seed is all "KNOWN ORIGIN, NORTHERN GROWN SEED." Origin of red clover seed is always more important than price. Unacclimated seed is always expensive regardless of first cost. Our feeds and fertilizers are of "OPEN FORMULAE," and show you exactly the amount of each ingredient in every bag. Exact formula is given on a tag on every bag.

#### SERVICE

Prompt service is assured on each order. All orders are forwarded daily as received and immediate shipment made. For example, all orders received by our feed mill at Peoria, Illinois, are filled as follows: 53% on day received, 28% the following day, 20% on the third day, and 4% on the fourth day. Service on other supplies is correspondingly as good.

#### PRICE

Owing to P. F. C. F. being a "non-profit, non capital stock" organization, and on account of buying large quantities of supplies and selling for cash only in carload lots to local farmers' organizations, we are able to sell the highest quality goods at the lowest possible price.

#### Information

For further information inquire of the secretary of your local organization or write

#### PRICE

FOUR SQUARE

SEAL

INSURES A

SQUARE DEAL

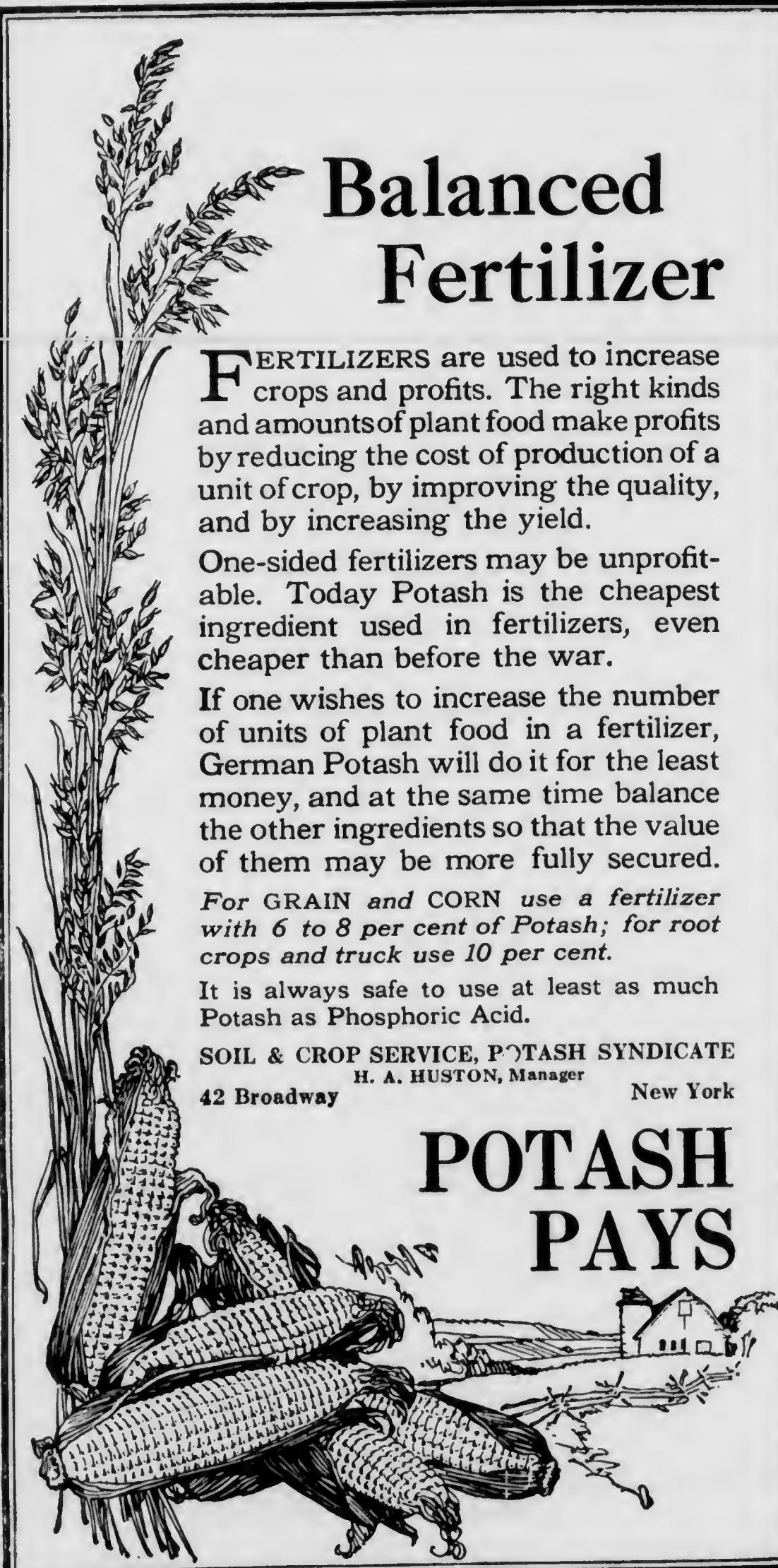
C

J. N. Rosenberger, Secretary-Treasurer

Heed Building

Philadelphia, Pa.

PENNSYLVANIA FARMERS' COOPERATIVE FEDERATION



## Balanced Fertilizer

**F**ERTILIZERS are used to increase crops and profits. The right kinds and amounts of plant food make profits by reducing the cost of production of a unit of crop, by improving the quality, and by increasing the yield.

One-sided fertilizers may be unprofitable. Today Potash is the cheapest ingredient used in fertilizers, even cheaper than before the war.

If one wishes to increase the number of units of plant food in a fertilizer, German Potash will do it for the least money, and at the same time balance the other ingredients so that the value of them may be more fully secured.

For GRAIN and CORN use a fertilizer with 6 to 8 per cent of Potash; for root crops and truck use 10 per cent.

It is always safe to use at least as much Potash as Phosphoric Acid.

**SOIL & CROP SERVICE, POTASH SYNDICATE**  
H. A. HUSTON, Manager  
42 Broadway New York

### POTASH PAYS



**20 Extra Quarts of Milk**  
Count 'em  
From Every Sack of  
**International Special Dairy Molasses Feed**

as compared to using wheat feeds or ground grains. We guarantee this increase has been secured in hundreds of actual tests. **INTERNATIONAL SPECIAL DAIRY MOLASSES FEED** contains protein, molasses and fat combined in proper proportions to provide the necessary nutrients and energy required for maximum milk production. Both protein and molasses produce milk. Special Dairy contains both. This great feed is digestible and palatable and is skillfully processed and mixed, thus insuring a big extra gain in milk.

**INTERNATIONAL**  
Is Breaking All Records!

The demand for **INTERNATIONAL SPECIAL DAIRY MOLASSES FEED** is stronger than ever. More farmers are feeding **INTERNATIONAL SPECIAL DAIRY MOLASSES FEED** than ever before. Year after year the demand has steadily grown. 1922 shipments broke all of our records—and we get more orders every day. This can mean but one thing to you, Mr. Farmer—**INTERNATIONAL SPECIAL DAIRY MOLASSES FEED** is the best feed on the market—best for your cows—best for your pocketbook. Don't be misled—accept no substitutes. There is only one **INTERNATIONAL**. Quality tells!

See Your Feed Dealer Today  
**INTERNATIONAL SUGAR FEED CO.**  
Minneapolis, Minnesota

We have room for a few more live dealers and district sales agents

*Get Those 20 Extra Quarts*

## STATE WIDE CONFERENCE

### Pennsylvania Farm and Co-operative Marketing Associations

(Continued from page 8)

#### Tobacco Committee

John F. Weaver, Lancaster County Tobacco Growers Association, Lancaster, Pa., R. D. No. 4, (Chairman)  
Otto Olson, Ephrata, Pa., (Secretary)  
Miles W. Fry, Ephrata Farm Products Co-operative Association, Ephrata, Pa.  
L. Ruppin, Ephrata Farm Products Co-operative Association, Ephrata, Pa.  
E. K. Hibsham, State College, Pa.  
J. B. McCool, Lock Haven, Pa.

#### Horse Committee

Thomas Clark, Edgemont, Pa., (Chairman)  
J. M. Vial, Animal Husbandry, State College, Pa., (Secretary)  
Dr. G. A. Dick, University of Pennsylvania, Philadelphia, Pa.  
Dr. Church, Bureau of Animal Industry.

#### Poultry Committee

Irving O. Hunt, Wyoming, Pa., (Chairman)  
H. D. Munroe, State College, (Secretary)  
Robert Engle, Middletown, Pa.  
R. W. Hawley, Carlisle, Pa.  
Howard Miltman, Hellertown, Pa.  
P. H. Sprenkle, Doylestown, Pa.  
W. F. Hill, Huntingdon, Pa.  
M. M. West, Lansdale, Pa.

The following suggestions were given each committee as an outline of the problems to be considered and a basis on which to formulate their reports to the general conference.

#### Suggestions to Committees as to the Organization of Their Report

This is only intended as a suggested outline and may indicate some items that do not apply and leave out others that should be included, so the final form and subject matter is left to the good judgment of your committee.

#### The Object

We are suggesting that you start from the standpoint, as to what the market demands are and work from there back through the stages of distribution and production, indicating the important steps that should be taken to promote the highest development of this commodity industry, especially as to places where co-operation offers most promise. As an aid in this we are supplying all statistical data available, which may be incorporated in the report at the proper place.

#### Outline

1. What Does the Market Demand:  
a. For local consumption?  
b. For commercial distribution thru trade channels?  
c. For manufacturing or processing? By demand we refer largely to Pennsylvania markets, although recognizing that the world demand is the dominant factor in selling some products. Demand should be considered as to the quantity, quality, seasonal variation, etc.

2. To What Extent are Pennsylvania Farm Products Meeting This Demand?  
a. As to quantity, quality, seasonal production?  
b. Through what distribution agencies and methods?  
c. By efficient methods in production?  
d. By offering standardized products effectively advertised?

3. What competition must Pennsylvania products meet in the future in severely competitive markets, the excellence of which attracts commodities from world-wide areas in standardized grades, intelligently and widely advertised through efficient private and co-operative production and distribution agencies?

4. What can we do to successfully meet this competition through increased efficiency?  
a. In rendering the following marketing service:  
(1) assembling, (2) grading and standardizing, (3) processing, (4) packaging, (5) stor-

ing, (6) transporting, (7) financing, (8) distributing.  
b. By co-operative action. Experience has shown that co-operative organization leads to the adoption of more efficient production methods, the standardization of the product, a better adjustment to market demands, more efficient distribution, and the development of a better community spirit. The committee is requested to indicate the field in which they believe that co-operation can be most effective.

c. By advertising.

B. In production.  
a. By the adoption of improved varieties or breeds, especially on a community or co-operative plan.  
b. By disease and insect control.  
c. By economics in production through  
1. Co-operative breeding associations, cow testing associations, etc.  
2. Co-operative purchase of supplies.

d. By producing commodities in which economic factors, such as freight rates, nearness to market, and other competitive conditions offer distinct advantages.

5. How can governmental agencies assist most effectively in the development of this program?  
a. Research—investigations.  
b. Education—training men.  
c. Agricultural extension.  
d. Crop and market information.  
e. Inspection at shipping or market points.

f. Regulatory and control work.

6. What legislative measures, State or National, are of importance in this industry?

Tuesday Evening's Session

At the evening session the attendance was fully as large as the morning session, the Senate Caucus Chamber being filled to capacity.

Chairman Willits in opening the meeting, called for any general discussion. There being none, reports of committees were received.

#### Report of Dairy Committee

The Dairy Committee begs leave to submit the following report with recommendations and resolutions to the Conference on Farm Marketing and Co-operation, February 21, 1923.

After mature discussion it was felt by the committee that the evidence shows that Pennsylvania produces, and under favorable conditions, will continue to produce sufficient milk to fill the demand for fluid milk and ice cream consumed within the State.

On the other hand, Pennsylvania at the present time does not produce the butter and cheese which our great consuming cities and towns need, and it is thought that this condition will continue. We would recommend to the dairymen of Pennsylvania the importance of increased attention to the quality of the products produced in order that we may be able to compete successfully with high class dairy products from other states and from foreign nations. It has been conclusively proven that where organized co-operative effort of this kind has been put forth that it has uniformly resulted in an improved market for that commodity.

It was pointed out that with the selling plan in operation in the Philadelphia Milk Shed during the past three years, which allows the farmer a good price for a uniform quality throughout the year, and a somewhat lower price for the summer surplus has resulted in a considerable improvement in the practices of the farmers within this territory toward producing a uniform supply throughout the year.

In the fluid milk areas supplying Philadelphia and Pittsburgh, are two large

March, 1923

MILK PRODUCERS REVIEW

Page 9

milk producers organizations, The Interstate Milk Producers Association and The Dairymen's Co-operative Sales Co., respectively. In the northern counties of Pennsylvania the milk producers are quite generally active members of the Dairymen's League Co-operative Sales Co., which sells milk in New York, Scranton, and other cities, and manufactures large quantities of ice cream, condensed milk, butter and cheese. In many of the counties in the central and west central part of the state are local co-operative organizations of farmers who market their milk successfully through co-operative milk plants, or manufacture high class butter and cheese and ice cream or engage in all these lines of activity. The members of the committee feel very strongly the value of these organizations to the dairymen of Pennsylvania. It is conceded by all authorities that the high price of milk and its products as compared with other farm products during the past war period has been due very largely to the fact that the milk producers of the country were better organized than were the producers of other farm products. The price of dairy products in organized and unorganized sections of Pennsylvania will show conclusively that the farmers must organize in order to market their products most successfully.

Due to the far-sighted policies pursued in Pennsylvania during war-time and since by the producers and distributors of fluid milk, with the advice and counsel of Dr. Clyde L. King, Milk Arbitrator for Pennsylvania, the cost of distributing milk in the cities of Pennsylvania has been as low and lower than the cost in other large cities of the East. The committee would urge that the farmers generally find out which is the organization which operates in their home community and join it without delay, or if there is no such organization within reach that they get in touch with the one with which they should logically affiliate.

We would furthermore suggest that the resolution passed unanimously at the session of yesterday in regard to the Voigt Bill be made a part of the dairy report.

The following are the resolutions presented by the committee:

**Resolutions Presented by the Dairy Committee to the Conference on Farm Marketing Co-operation**

1. Resolved that this Conference call the attention of the Secretary of Agriculture to the state-wide confusion of terms for designating various grades of milk and the consequent need of definitions of minimum standards for the different grades commonly sold in Pennsylvania, and furthermore that we request that he appoint a committee to investigate and determine upon a standard for the guidance of the dairy interests.

We would suggest that on such a committee be appointed representatives of the following interests: (1) The Dairymen's Co-operative Sales Company, (2) Interstate Milk Producers Association, (3) Dairymen's League Co-operative Association, (4) The Breed Associations, (5) the large city distributors, (6) small co-operative dairy manufacturers and distributing associations, (7) Bureau of Animal Industry of State Department of Agriculture, (8) Department of Dairy Husbandry, State College, (9) Pennsylvania Department of Public Health.

Within the last twenty years developments in the dairy industry have been along lines which have tended to develop large distributing agencies for fluid milk and large companies for the manufacturing of dairy products. This has resulted in increased standardization of products as to cost, brands and in greater efficiency in the handling of seasonal surpluses. It has also made possible successful advertising on a large scale.

In this connection we commend the work of the Philadelphia Inter-State Dairy Council operating in the southeastern part of the State and of the Pittsburgh District Dairy Council which, as its name indicates, confines its activities to the western part of Pennsylvania. The increased sales of milk and dairy products in Pennsylvania during the past two years have been due in no small part to the activities of these two organizations in co-operation with the Home Economics Department of the Agricultural Extension Service of the Pennsylvania State College and the various county farm bureaus. We feel that the work of the dairy councils should be extended to cover all the State.

Pennsylvania dairy products must expect to meet not only the competition of Middle Western States, where feed supplies are abundant and cheap and the dairy products may be put on the market in Eastern States at a cost less than that of production in the East, but they must also expect to meet the competition of foreign countries, such as Denmark, Holland, and New Zealand, where the high quality of the dairy products will displace the dairy products of the farmers in Pennsylvania unless every attention is given to producing milk and other dairy products of the best possible quality.

5. Whereas co-operative cow testing associations, co-operative bull associations and boys' and girls' calf clubs, have brought into general practice among the dairy farmers of Pennsylvania better methods in dairy production along lines of breeding, feeding and handling dairy cattle, and

Whereas such better methods result in

(Continued on page 12)

MILK PRODUCERS REVIEW

breeding associations and of the boys' and girls' club work.

We feel that Pennsylvania has made great progress in the elimination and control of the disease of dairy cattle within the State. The Bureau of Animal Industry has suggested that the farmers of the State have not in many instances been receiving as much for the salvage of their condemned cattle as the condition of the carcasses would warrant.

The milk producers of Pennsylvania are beginning to realize the tremendous saving they can make through the co-operative purchasing of supplies, particularly of dairy feeds, of the importance of purchasing these during the times of seasonal surpluses when the price is low.

We feel that the Pennsylvania State College and the State Department of Agriculture have been of great service to the dairy interests of Pennsylvania and we have confidence that they will continue to do so.

There are two measures before the State Legislature which particularly affect the dairy industry, both of which we heartily commend. They are Senate Bill No. 19, fixing the standards for ice cream and prohibiting adulteration; and Senate Bill No. 95, fixing standards for condensed and evaporated milk and prohibiting the introduction into them and other dairy products of fats other than milk fats.

We would furthermore suggest that the resolution passed unanimously at the session of yesterday in regard to the Voigt Bill be made a part of the dairy report.

The following are the resolutions presented by the committee:

**Resolutions Presented by the Dairy Committee to the Conference on Farm Marketing Co-operation**

1. Resolved that this Conference call the attention of the Secretary of Agriculture to the state-wide confusion of terms for designating various grades of milk and the consequent need of definitions of minimum standards for the different grades commonly sold in Pennsylvania, and furthermore that we request that he appoint a committee to investigate and determine upon a standard for the guidance of the dairy interests.

We would suggest that on such a committee be appointed representatives of the following interests: (1) The Dairymen's Co-operative Sales Company, (2) Interstate Milk Producers Association, (3) Dairymen's League Co-operative Association, (4) The Breed Associations, (5) the large city distributors, (6) small co-operative dairy manufacturers and distributing associations, (7) Bureau of Animal Industry of State Department of Agriculture, (8) Department of Dairy Husbandry, State College, (9) Pennsylvania Department of Public Health.

2. Whereas, the traffic in Immunized Milk both as a substitute for evaporated milk and for cream in the manufacture of ice cream is not only injurious to the public health but a menace to the dairy industry of the State, be it

Resolved, That this conference of farm and co-operative marketing organizations go on record as protesting against the manufacture and sale of such products in this State, and be it further

Resolved that the Legislature of this Commonwealth be urged to pass Senate Bill No. 95 prohibiting the manufacture and sale of filled milk in this State and Senate Bill No. 19, prohibiting adulteration in the manufacture of ice cream.

3. Sensing the need of the farmers of the State for more efficient methods of disposal of their products, be it

Resolved, That it is the sense of this meeting of the Dairy Committee of the Pennsylvania Marketing Conference that Pennsylvania State College establish a department of Agricultural Economics.

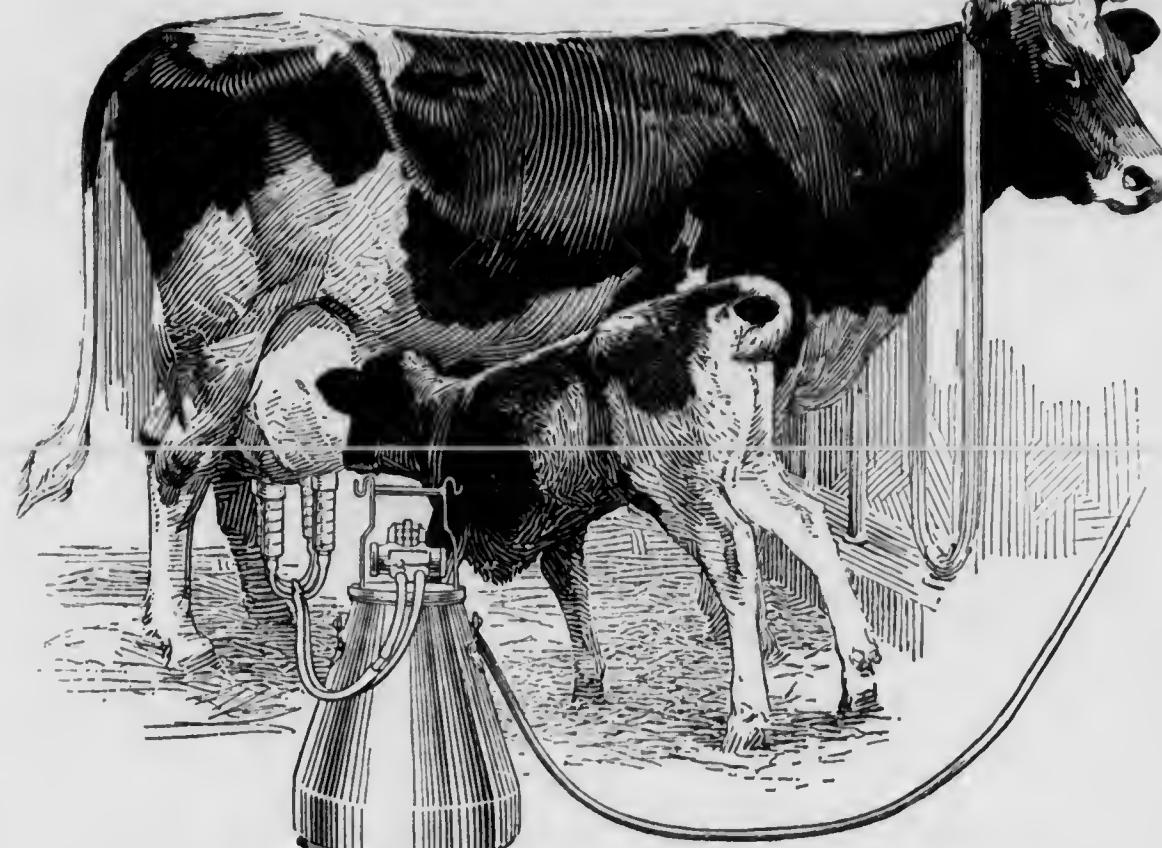
4. That the Extension Departments of State College furnish specialists in marketing to educate the farmers of the State in the value of agricultural economics through the agency of the county farm bureaus.

5. Whereas co-operative cow testing associations, co-operative bull associations and boys' and girls' calf clubs, have brought into general practice among the dairy farmers of Pennsylvania better methods in dairy production along lines of breeding, feeding and handling dairy cattle, and

Whereas such better methods result in

(Continued on page 12)

MILK PRODUCERS REVIEW



## Why Milk By Hand?

YOU have always said, "Some day I'm going to have a milking machine but I'll wait until they are perfected." Do you realize that the Perfection has been in successful operation on thousands of dairies for nine years already? Why tie yourself to the drudgery of hand milking any longer?

Perfection owners milk in one-third the time, increase the milk flow and make bigger profits. The Perfection comes in two styles—the pipe line and the electric. Let it pay for itself on easy monthly payments.

Send for a free copy of "What a Dairyman Wants to Know," a book that answers every question about milking machines.

### Perfection Manufacturing Co.

Factory and Main Office  
2168 East Hennepin Avenue  
Minneapolis, Minn.

Eastern Branch Office  
448 South Clinton Street  
Syracuse, N. Y.

## PERFECTION MILKER

### SATISFACTORY RESULTS

are certain

WITH CORRECT METHODS AND PROPER CULTURES

Long experience has proven that Liquid Cultures are the most active and potent; but where necessary we also supply Cultures in vacuum powdered or tablet form.

### BUTTERMILK SOUR CREAM BUTTER CHEESE

—ALSO—

Medical Bulgarian and Acidophilus

Powdered and Tablet—Rennet and Pepin

Our expert service is always available

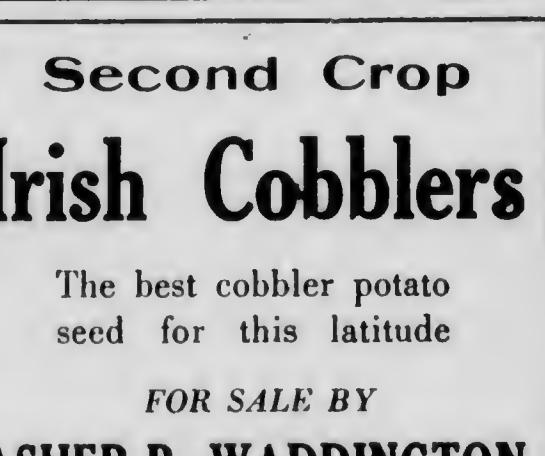
### THE DAIRY LABORATORIES

WASHINGTON NEW YORK PHILADELPHIA BALTIMORE

Directors—H. C. Campbell, D. V. M., M. D. C. H. Kimberly, Ph. D., Ph. D.



Mention Milk Producers Review when writing to advertisers.



## This Dealer Will Help You Get Bigger Dairy Profits



President Empire Milking Machine Co.



Milked on test by Empire Milker.

I stand back of him with my wonderful Guarantee

Not far from you is a man who can show you how to make bigger dairy profits, lighten your work and be free forever from hired help problems. That man is the Empire Milker. Drop in and see him. Go to the Empire Dealer at once. Ask him to show you the wonderful Empire Milker and ask him for the names of Empire users near you. Then see how the Empire has solved their dairy problems.

And REMEMBER—I stand behind the Empire dealer with my name and word of guarantee and my

EMPIRE Milking Machine Co., Bloomfield, N. J.

# EMPIRE Milking Machines



## Do You Know What You Are Feeding Your Cows?

Mix your own roughage and home-grown grains with

### Lewis Linseed Cake Meal

Your cattle will thrive on it  
Ask the Farmers who have been using it.

### Lewis Linseed Cake

is compressed Meal, which can be broken up as you need it—if you prefer it that way. We'll be glad to take you through our plant where these feeds are made. Write us if you are interested.

### John T. Lewis & Bros. Co.



705 Lafayette Building

Philadelphia, Penna.

The United States Department of Agriculture maintains a butter-inspection service on the Boston, Chicago, New York, Philadelphia, and San Francisco markets, and at the request of shippers or other financially interested parties makes official inspection of butter offered for inter-state shipment or received at important central markets designated by the Secretary of Agriculture.

Drink milk everybody

Dirty milk, at this time of the year, is most often caused by the accumulation of dirt on the cow when confined to the stable for the greater part of the day. While the cows are kept indoors most of the time, more attention should be given to the bedding, and the manure should be removed frequently.

## DAIRY COUNCIL ACTIVITIES

Nutritional work has been of leading interest throughout February, although a considerable volume of work has been done by the Quality Control and Drainage Departments.

Active work in nutritional lines has been done in Trenton, N. J., Atlantic City, N. J., Chester, Pa., and Harrisburg, Pa. These are in addition to the routine work in the Philadelphia schools.

Our animal exhibit, comprising pairs of animals, one of whom is being fed a complete diet plus milk and the other a complete diet minus milk, has been shown with success at farm products shows in Harrisburg and Trenton, at

the health show in Scranton and at the policemen's fair in Camden. The pair of chickens died in the recent fire at the Cherry-Bassett-Winner Company, where they were on exhibition. The milk-starved rat of our animal collection recently passed away. We have found considerable difficulty in raising the animals whose diet does not contain milk. They are not strong enough to withstand the rigors of frequent moving. The animal collection has now been sent to Grove City, Pa.

As typical of a week's work in the Philadelphia schools, we append the list of performances given during one week, February 26 to March 3rd.

February 26. Furness School .....	Foreign Play 1.30 P. M.
February 27. Boker School .....	Lecture on Dairying 3.00 P. M.
Overbrook School .....	David and the Good Health Elves 10.30 A. M.
Fernwood School .....	"Chalk Talk" 10.45 A. M.
Stetson Factory .....	Monologue 7.00 P. M.
Camden Schools .....	"David" Morning 2.30 P. M.
February 28. Germantown High School .....	"Garden of Hours" 2.30 P. M.
Moffatt School .....	"Chalk Talk" 2.30 P. M.
Stowe School .....	"David" 2.00 P. M.
Packan School .....	"David" 9.00 A. M.
Barry School .....	"Putting Pep in Your Motor" 9.45 A. M.
McClellan School .....	Mask Story 2.30 P. M.
Trappe, Pa. ....	Monologue 2.00 P. M.
27th above York St. ....	Plays 7.30 P. M.
Key School .....	Chalk Talk 1.30 P. M.
Camden Schools .....	Stories 1.30 P. M.
March 1. McMichael School .....	Milk Fairies and Chalk Talk 2.30 P. M.
Hallowell School .....	David 9.00 A. M.
Keystone School .....	Chalk Talk 10.45 A. M.
March 2. Camden Schools .....	Foreign Play at Y. W. 3:00 P. M.

March, 1923

## OUR NEW OFFICES

Inter-State Milk Producers Association and Philadelphia Inter-State Dairy Council to Move Offices

With the constantly increasing scope of the work of both the Inter-State Milk Producers Association and the Philadelphia Inter-State Dairy Council, larger headquarters have been required for some time.

As the business of these organizations has expanded, additional rooms have had to be taken to care for the business.

Additional rooms in our present location were unavailable unless taken on different floors of the Heed Building. This would have been inconvenient as well as expensive. We were also faced with advancing rents.

Since January first we have been looking for larger quarters.

It was desirable that we remain centrally located. We also endeavored to maintain rental costs at a level consistent with the larger space necessary in our present location and still have room to expand.

### Move to Boyertown Building, April 1st

After an extended investigation, it was decided to rent the ninth floor, west, in the Boyertown Building, 1211-1213 Arch Street, one half block further north of our present location. Here is available 5000 square feet of floor space, which we have divided into offices, conference rooms, a laboratory and store rooms.

These new quarters have been taken on a long lease and provide sufficient space for the future growth of both organizations.

The work of placing the new offices in shape is now going actively ahead, and by April first we are to be located in our new quarters.

The offices of the Inter-State Milk Producers Association and the Philadelphia Inter-State Dairy Council are your offices. When in Philadelphia make them your headquarters, and at all events, when in the city, come in and inspect the new quarters and pay the officers of your organization a visit.

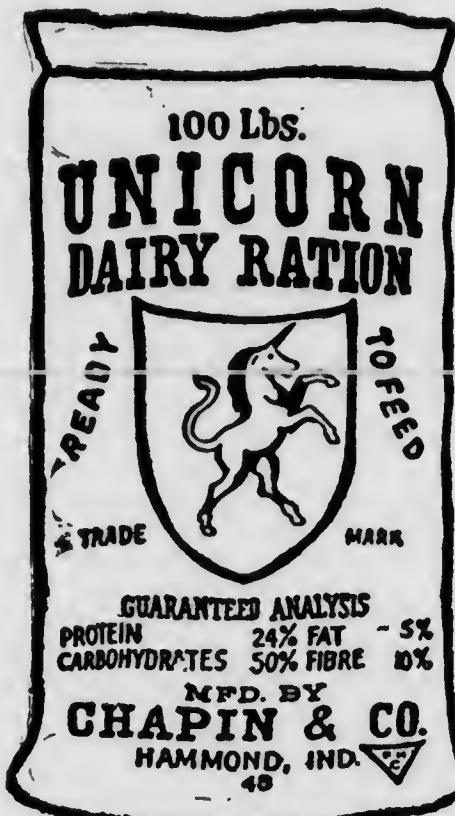
## TEACHING CARE OF MILK IN SCHOOLS

Methods of producing and handling milk so that it will be clean may be taught in schools, as well as other features of farm practice. For the benefit of teachers in farm communities, the United States Department of Agriculture has a bulletin on the use of Farmers' Bulletin 602, Production of Clean Milk, as a textbook.

Topics of study in connection with it are the reasons why cleanliness is important; first, to the consumer, because of its effect on the wholesomeness of milk as food; and second, the producer, because of its influence on the financial value of milk; bacteria and their effect on milk; health of cattle and human handlers of milk; disposal of waste; how to combat flies; style and care of dairy utensils; stable and milk houses; the process of milking; and subsequent care of the milk. As a preliminary to the lessons, a survey of conditions in the locality is advised, and suggestions for it are offered. Geography and arithmetic are studied in their bearing upon the dairy business; and written work on the subject can be used as language study. The bulletin which gives suggestions on teaching the subject is Department Circular 67.

MILK PRODUCERS REVIEW

Page 11



Main Office:  
327 S. La Salle Street  
Chicago, Ill.

# UNICORN

One ton of Unicorn Dairy Ration will make 8000 lbs. milk. Other rations make 6000 lbs. to 7000 lbs. milk and cost the same. How much is the extra 1000 or 2000 lbs. of milk worth to you?

More Milk Every Day — For More Days

New England Office:  
131 State Street  
Boston, Mass.

CHAPIN & COMPANY

## YOU CAN'T AFFORD TO HAVE SICK OR BACKWARD COWS

Kow-Kare Insures Profitable Dairying for Thousands All Over the Country

Cut out the constant leaks of dairying that result from sick cows and disappointing milk yields, and you will begin to reap the real profits. Stop looking upon cow diseases as inevitable; they CAN be prevented.

The cow's winter diet is hard on her digestive system and organs, and overfeeding of rich concentrates only aggravates the condition. What is needed is to keep the milk-making and digestive organs healthy enough to maintain top-notch production and at the same time free of disease.

Remarkable increases in winter milk yield can be attained by feeding just a tablespoonful of Kow-Kare twice a day for one week in each month. Try it, and you will never go through a winter without Kow-Kare.

Our 32-page book on cow diseases, free, Kow-Kare is sold by feed dealers, general stores and druggists. If your dealer is not supplied, we mail the remedy postpaid.

**DAIRY ASSOCIATION CO., Inc.**  
LYNDONVILLE, VERMONT

## Make YOUR Barn a Profitable Workshop

YOUR crops, live stock, dairy products, labor—all pass through the barn. Make more money in 1923 by equipping your barn or building a workshop with Porter labor-saving, cost-cutting equipment.

These Porter products will make money for you this year. Check the items in the catalog you are interested; tear out this page, write your name and address in the margin and mail it back to us.

(This trade mark means quality)

Ask your dealer for Reading Bone Fertilizer.

Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.



1917 MARKET ST. PHILADELPHIA, PA.

## PORTER

"Dependable Since Sixty-Eight"

LET US DESIGN YOUR STATIONERY

HORACE F. TEMPLE PRINTER

BELL PHONE NO. 1 WEST CHESTER, PA.



PHILADELPHIA (Wood Stave) SILOS CENTURY (Cement Stave) SILOS OPENING ROOFS (Full silo without refilling) Cutters Feed Trucks

E. F. Schlichter Co.

10 S. 18th St., Phila.

PEDIGREE CATALOGS OUR SPECIALTY

THE NAME TO GO BY—WHEN YOU GO TO BUY PAINTS AND VARNISHES

Write for Color Cards and Booklet "Paint Pointers"

EUGENE E. NICE COMPANY, Inc., PHILADELPHIA



## Biscuits and Dairy Feeds

Why do you like your hot biscuits light and fluffy? Because they taste better and digest better than the heavy, soggy variety!

For the same reason your cows prefer a light, bulky grains ration. It tastes better and digests better. It produces the most milk and the richest milk.

Union Grains is light and bulky. One quart weighs only  $\frac{3}{4}$  lb. Contains only 8% moisture as against 15% in most feeds. Feed Union Grains by weight, not by measure, and see how much farther it goes than other feeds.

- 4. UNION GRAINS is light and bulky—highly digestible.
- 5. UNION GRAINS is palatable.
- 6. UNION GRAINS is safe to feed.
- 7. UNION GRAINS is strong in digestible protein.
- 2. UNION GRAINS is low in fibre content.
- 3. UNION GRAINS is low in moisture.

UNION GRAINS was the first commercial dairy feed made. It has given continuous satisfaction for over 20 years.

Write us for free milk record sheets  
Dept. I THE UBIKO MILLING COMPANY Cincinnati, O. 4-21

# UNION GRAINS

## The Bestov Calendar

Equipment to handle milk from cow to consumer



### Special Prices on Bestov Wash Tanks

If you want a well made, heavy, galvanized Wash Tank, our regular quality, made in our own shops, at a genuine saving—ACT NOW.

Special Prices Only Until March 31st, 1923



3 ft. Length  
Special  
**\$14.75**

Regular Price  
\$18.00

4 ft. Length  
Special **\$17.00**

Regular Price \$21.00

### Cherry-Bassett-Winner Company

Succeeding Phila. Farmers and Dairymens Supply Co.

Bell Telephone  
Locust  
1018  
1918 Market St.  
PHILADELPHIA

Next to  
Stanley  
Theatre

Mention The Review when writing to advertisers

## STATE WIDE CONFERENCE

### Pennsylvania Farm and Co-operative Marketing Associations

(Continued from page 9)

more economical production and greater net returns be it therefore

Resolved that it is the sense of this committee that every possible aid and encouragement should be given to a further extension of these important lines of co-operative work throughout the State.

Whereas, co-operative purchasing of farm supplies has been recognized as a most economical and efficient means of lowering the cost of these supplies, which in turn is reflected in the reduced cost of his farm products. Be it resolved that this marketing conference recommends the development and encouragement of the co-operative purchasing of farm supplies, through properly incorporated farmers co-operative associations.

7. Recognizing the fact that every dollar appropriated by the Legislature of Pennsylvania for Agriculture and Home Economics Extension is matched by a like amount by the Federal Government for expenditure in the State, therefore be it

Resolved by the Farm and Co-operative Marketing Conference that we urge the appropriation of \$500,000 or more, for the purpose of extension work to be kept separate and apart from the general appropriation to State College for the next biennium.

8. Resolved: That the appreciation of the dairy industry be extended to the Department of Agriculture for the efficient work which has been done by its Regulatory Bureaus and be it further

Resolved: That the publication of the Monthly Crop and Live Stock Report by the Bureau of Statistics not only be continued but urge that it be enlarged so as to include additional detailed data pertaining to the dairy industry of Pennsylvania.

9. Whereas: There has been endless confusion due to the irregular adoption of so-called Daylight Saving Time in various cities, towns and communities in the Commonwealth and

Whereas, The changing of Standard Time during any portion of the year is not only detrimental to agriculture of the State but to many industrial establishments as well, therefore, be it

Resolved by the Farm Marketing Co-operative Conference that the Legislature of the Commonwealth of Pennsylvania be urged to adopt legislation to prohibit the indiscriminate changing of clocks from standard time during any portion of the year.

10. Resolved: That the Conference on Farm and Co-operative Marketing approve legislation enabling county commissioners when they may so desire, to appropriate funds for tuberculosis eradication within their county in co-operation with the State and Federal Government.

Permanent Organization Proposed

Chairman Willits then proposed to the conference the idea of forming a permanent federation of farm and co-operative marketing association of Pennsylvania.

After brief discussion it was moved that a committee of three be appointed to report on permanent organization. The motion prevailed and the chair appointed Mrs. F. C. Black, Morris T. Phillips, W. S. Wise.

Wednesday Session

The final session of the conference, held on Wednesday, was fully as well attended as were the other sessions.

After calling the meeting to order further committee reports were received.

The various other committee reports will be printed in detail in a later issue of the Milk Producers Review.

Secretary Willits then called for the report on the Committee on Organization and Mr. M. T. Phillips presented the following resolution:

That the Conference organize under the name of the State Federation of Agricultural Organizations of Pennsylvania, having as its object, the safe

guarding and promotion of the agricultural interests of the state in the matters of marketing, more economical production, legislation and such matters as may arise affecting agriculture.

The membership to be composed of representatives from any actual active farmers organization of Pennsylvania.

The committee suggested that the Secretary of Agriculture appoint a committee to perfect a working organization.

Mrs. F. C. Black  
W. S. Wise  
M. T. Phillips

On motion duly seconded, the resolution and recommendations of the committee were unanimously adopted.

On motion duly seconded, a rising vote of thanks was extended to the Secretary of Agriculture for the opportunity extended to the farm and co-operative organizations for the two-day conference, which no doubt, will prove of great value to the farmers and to the agriculture of the State.

Secretary Willits said in closing the Conference that he appreciated very much the gathering of farm interests at this Conference, that by so getting together we would know each other better and learn our various problems and that a careful analysis of the proceedings would enable all to see where benefits could be obtained and that he was determined that everyone should have an equal treatment, that the Department was the farmers department and that he would give the best in him for the whole agriculture of the State.

9. Whereas: There has been endless confusion due to the irregular adoption of so-called Daylight Saving Time in various cities, towns and communities in the Commonwealth and

Whereas, The changing of Standard Time during any portion of the year is not only detrimental to agriculture of the State but to many industrial establishments as well, therefore, be it

Resolved by the Farm Marketing Co-operative Conference that the Legislature of the Commonwealth of Pennsylvania be urged to adopt legislation to prohibit the indiscriminate changing of clocks from standard time during any portion of the year.

10. Resolved: That the Conference on Farm and Co-operative Marketing approve legislation enabling county commissioners when they may so desire, to appropriate funds for tuberculosis eradication within their county in co-operation with the State and Federal Government.

Permanent Organization Proposed

Chairman Willits then proposed to the conference the idea of forming a permanent federation of farm and co-operative marketing association of Pennsylvania.

After brief discussion it was moved that a committee of three be appointed to report on permanent organization. The motion prevailed and the chair appointed Mrs. F. C. Black, Morris T. Phillips, W. S. Wise.

Wednesday Session

The final session of the conference, held on Wednesday, was fully as well attended as were the other sessions.

After calling the meeting to order further committee reports were received.

The various other committee reports will be printed in detail in a later issue of the Milk Producers Review.

Secretary Willits then called for the report on the Committee on Organization and Mr. M. T. Phillips presented the following resolution:

That the Conference organize under the name of the State Federation of Agricultural Organizations of Pennsylvania, having as its object, the safe

Healthy, Pure-Bred Foundation Stock

# CHESTER COUNTY

Healthy, Pure-Bred Foundation Stock

## "THE COUNTY THAT COUNTS"

### Holsteins

#### Towns End Farms

Home of the Long Distance Bull

**King Piertje**  
**Ormsby Piebe 17th**  
No. 294184

His Four Nearest Dams Average:  
Butter—1 yr.—1123 lbs.  
Milk—1 yr.—24185 lbs.

Bull Calves for Sale at Farmers' Prices

Also a few Heifers and A. R. O. Cows bred to K. P. O. P. 17th

Approved Cows Taken for Service

**E. P. ALLINSON**  
WEST CHESTER, PA.

### ACCREDITED HERD

### Holsteins

#### M. L. JONES

Westtown, Pa.

##### SENIOR HERD SIRE

**King Fairview Aaggie**  
Colantha, 230913

Five near dams and sister averaged 35 $\frac{1}{2}$  lbs. butter in 7 days.

His daughters were first in most every class entered the past two years at the Chester Co. Fair.

First in every class entered at the Holstein Field Day Show, October 28, 1922.

The few heifers that have freshened so far have been high testers.

##### Buy a Young Bull

From this great sire and increase the test of your herd

**PRICES LOW FOR YOUNG STOCK**

Herd Under Federal Supervision

**HOLSTEIN MILK**  
Health, Vitality, Nutrition

### Crystal Farm's Great Sire

Winterthur Johanna Prilly Segis, sold to Bernhard Meyer, of Finderne, N. J.

This is the second exceptionally constructive sire to leave Crystal Farm for further service.

**Ormsby Accrue Segis**

will continue the good work of his seniors

Fresh Cows and Springers for Sale

**Charles J. Garrett**  
Accredited Herd  
West Chester, Pa.

### Ayrshires

#### BLUE ROCK FARMS

##### Senior Sire

**King Valdessa Pontiac**  
Tritonia No. 313861

The 4 Per Cent. Butter Fat Bull

Reserve a bull calf from him out of a good cow now. We sell them young and do not keep them on hand.

Priced for the farmers

Herd Federal Tuberculin Tested

**Frank A. Keen**  
West Chester, Pa.

Federal Tuberculin Tested

### Pleasant View Farm Guernseys

**SR. HERD SIRE**  
Itchen Gold Raider of Maplehurst

No. 47166

Sire—Imp. Itchen Gold Raider, No. 25040 A. R.

Dam—Imp. Dewdrop III of the Wall, No. (35221), A. R. No. (3717)

Record

9780.20 lbs. milk, 519.30 lbs. fat

Class leader when record was made

**JR. HERD SIRE**

Langwater Royal 23rd, No. 58042

Sire—Langwater Royal, No. 14253 A. R.

Dam—Imp. Sequel's Daisy of the Manor, No. (3123), A. R. No. (2322)

Records

10481.80 lbs. milk, 461.93 lbs. fat

Class G

12209.60 lbs. milk, 503.67 lbs. fat

Class E

Bulls and bull calves sired by above bulls out of May-Rose and Glenwood Dams for sale.

Herd under Federal Supervision

**Norman B. Chandler**  
UNIONVILLE, PA.

### Boost Your Sales

#### THIS SPACE FOR SALE

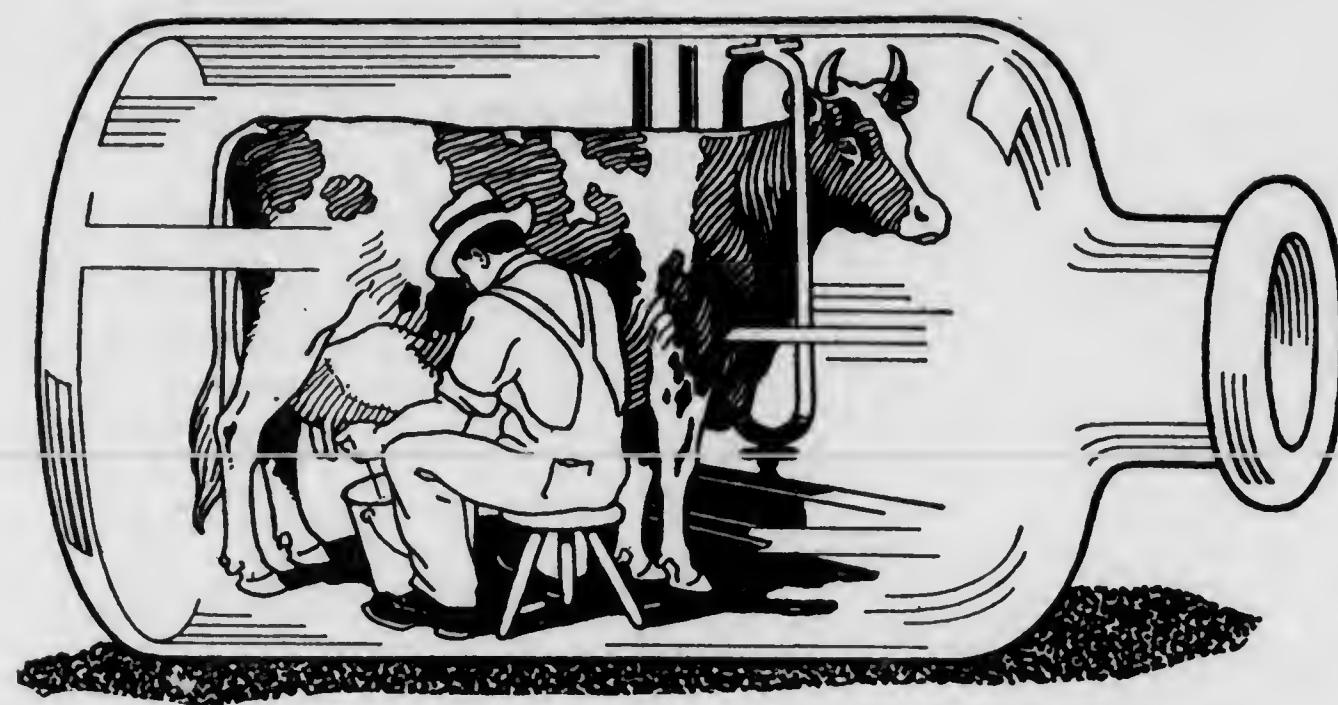
Write

The Milk Producers Review

**721 Heed Building**  
Philadelphia

#### FOR SPECIAL OFFER





# The Neck of the Bottle

Last year almost two and a half billion dollars' worth of milk was produced in the United States by approximately 23,000,000 dairy cows. To milk these cows by hand requires the time of 2,300,000 people two hours a day, or 4,600,000 hours of human labor each day (based on the supposition that a man can milk ten cows an hour, which is fast hand milking.) At the extremely low rate of 10 cents an hour it costs the farmers of the United States \$460,000 a day—just for milking.

Just think of a two billion dollar industry, the largest and most profitable branch of agriculture, operating on such a slow and costly basis. No other industry or branch of farming at all comparable is so handicapped. Hand milking is the limiting factor in dairy farming; it is "the neck of the bottle"—because when milking can be done faster there is more time for other farm work.

Of course cows are not milked for the love of it; on the contrary, dairymen have wanted and waited for a better way of milking

for many years. "The Better Way of Milking" has arrived, and it is the De Laval Milker. There are now over 10,000 De Laval Milkers in use in all parts of the country, giving unqualified satisfaction and proving every day that they can milk at least twice as many cows with the same amount of help—thus cutting the cost of milking squarely in two, or enabling twice as many cows to be milked with the same help.

But even if the De Laval Milker didn't save a minute of time its use would still pay because its uniform, gentle and stimulating action causes the cows to produce more milk than can be obtained by any other method of milking; and it produces cleaner milk.

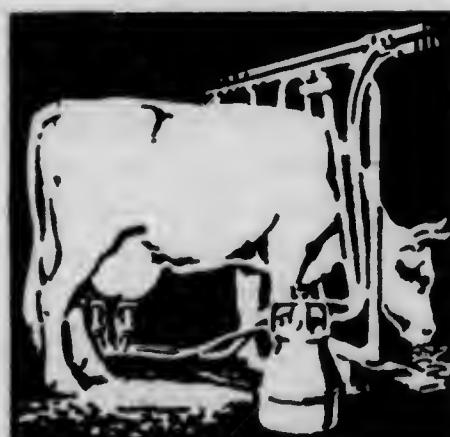
The De Laval has proved conclusively that it cuts the cost of milking, produces more milk from the same cows, and produces cleaner milk. It pays for itself in a year's time and is sold on such easy terms that you can use it while it is doing so. Why wait any longer? See your De Laval agent or write us for complete information.

## The De Laval Separator Company

NEW YORK  
165 Broadway

CHICAGO  
29 East Madison Street

SAN FRANCISCO  
61 Beale Street



Sooner or later you will use a  
**De Laval**  
Milker and Cream Separator



# Milk Prod

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY INDUSTRY

VOLUME III

WEST CHESTER, PA., AND PHILADELPHIA, PA., APRIL, 1923

NUMBER 12

## MARCH MILK MARKET

### LITTLE INCREASE IN SUPPLY

Taken on the whole the supply of fluid milk in the Philadelphia market has been close to normal for the season of the year.

The volume of basic milk may be slightly larger but consumption has been well maintained and the percentage of surplus milk has been at about the same basis as February—approximately 10 to 12 per cent. of the total supply. The bulk of the surplus milk has been Class I surplus.

There has been a good consumptive demand at current retail prices.

Local milk platforms have been devoid of any special features during the month. There has been a fairly even supply of milk and prices show little variation, ranging from 6½ to 7 cents on the platform for excess milk, which price ranges on the average slightly above the Class I surplus price for March, based on 4 per cent. fat content milk.

The market for milk throughout the whole milk shed has reflected the same general conditions as have been shown in the Philadelphia district. Prices have been running on a fairly even basis and there have been but few minor adjustments necessary.

The program for the additional field men, representing the association all over the territory has been worked out in a tentative way and the beneficial influences of these men, particularly along the lines of check testing and sampling, have already been apparent.

#### Basic Prices Unchanged

The prices for basic Grade B Market Milk in the Philadelphia territory remain unchanged. The same price that applied for March, will be in effect for April. Based on 4 per cent. butterfat content, the following base quotations apply. For milk delivered f. o. b. Philadelphia, 73 cents a quart or \$3.37 per hundred pounds. Delivered at receiving stations in the 51-60 mile zone, \$2.79 per hundred pounds. A differential of 4 cents for each one-tenth of one per cent. is added or deducted for milk testing above or below four per cent. butter fat.

#### Surplus Prices

While there was considerable variation in butter prices during March, the range was small, the average representing the month being 49½ cents for 92 score solid packed creamy butter, New York City.

At this basis the price for Class I surplus for March was \$2.37 per hundred pounds at country receiving stations or 6.35 cents per quart, which is equal to \$2.99 per hundred pounds, f. o. b. Philadelphia, for 4 per cent. butter fat content.

Class II surplus for March was \$1.98 per hundred pounds at country receiving stations or 5.55 cents per quart or \$2.65 per hundred for 4 per cent. milk, delivered f. o. b. Philadelphia.

#### Butter Market Fluctuates

While there was a slight downward movement in butter prices early in

March, the market reacted before the middle of the month with price advances due largely to the shortage of supplies of domestic butter. This was largely on account of unfavorable weather in the middle western producing districts. Small declines followed but the whole range of prices during the month was but three cents, from 48 to 51 cents.

There has been a good consumptive demand at current retail prices.

Foreign butter does not appear to have had any particular influence on the market. Large quantities of recent arrivals of butter from New Zealand have been re-exported to England. Much of this butter moved at 48 cents, duty paid.

Taken on the whole the month closed with a slight price advance but the market at this season is usually very sensitive.

## DAIRYING IN HOLLAND

By MYRTLE L. BARGER

Low, flat, quiet, slow moving Holland!

There was a time when I would have considered gently sloping hills with a stream racing over a rocky bed the ideal background for a herd of dairy cows. But I shall never forget my first glimpse of a Holland pasture; instead of gently sloping hills—acres of green carpeted floor; water, to be sure, but instead of racing over a rocky bed, it runs calmly in small canals kept slowly moving by lazy windmills. The sky is a bright solid blue,—no break in the landscape for miles, except picturesque windmills and everywhere, black and white cows. From north to south, from east to west, it is all the same,—low, flat, grassy pastures, narrow canals, windmills, small farmhouses, and everywhere, cows.

The climate of all Holland is peculiarly favorable to dairying. There are no extremes of heat or cold and cows are outside nearly all year. Milking in the pastures is an extremely interesting operation to watch. Sometimes cows are tied to a snatch of fence about 12 feet long set up in the field. Often the cows are not tied at all but have their hind legs hobbled. Once I saw stakes driven in the ground in just one corner of the pasture where the cows were tethered for milking time. Usually a small boy or girl stands by with pails suspended from a yoke on the shoulders ready to carry the pails of milk to larger cans. Sometimes the large cans are on a small cart or sometimes on a small barge on the canal. I should like to know just how much the time our average farmer spends bedding his cows in the barns in summer compares with the time it takes the Dutch farmer to get his milk carried from the meadow to the milk house. I rather think the Dutch farmer has the better labor and time saving scheme in summer.

It is hard to believe that cows are housed in the Dutch barns. They are as clean as the Dutch homes, and indeed, they need to be, for they are often under the same roof as the home. The Dutch farmer steps out of his wooden shoes in the barn, mounts a step, steps into his soft house slippers and up another step into his living room. I remember one farm where the cows were constantly in the fields. The loose top soil of the stalls was molded in various designs, and dainty, white curtains hung at the windows.

Now, what about the marketing of the dairy products? Of course, many farmers near big cities sell milk in the city. It is transported through the streets in dog carts, only the babies' milk being bottled. Government authorities constantly check up on the quality of the milk. For the first offence of "watering the milk" the offender is fined. The second time his name is published in newspapers throughout the little country. Naturally, second offenders are rare.

Practically all milk sold for manufacturing purposes, however, is sold cooperatively. Many producers form local associations or corporations, each corporation building and controlling its own condensed milk, cheese or butter factory. The corporation takes all the milk, for the corporation is composed of the milk producers themselves, usually 150 to 200 members or about 1600 cows. Each factory returns whey and buttermilk to the farmer. Whey is commonly fed to calves and even mature cows. Each farmer must stay in the corporation twenty years or pay a heavy fine. There are about 90 of these local corporations in the province of Friesland alone.

These local corporations in turn form (Continued on page 10)



Typical Dairy Farm Buildings in Holland. Note how closely the barn, on the right, is located to the dwelling.

## PENNSYLVANIA FARM AND CO-OPERATIVE MARKETING CONFERENCE COMMITTEE REPORTS

Continued From the April Issue "Milk Producers Review"

Owing to the lack of space in the March issue of the "Milk Producers Review", a number of the committee reports, made at the Pennsylvania Farm and Co-operative Marketing Conferences, held in Harrisburg, Pa., February 20, 21, 1923, were omitted. A number of those reports are printed herewith.

### Vegetable Committee Report Presented by W. B. Nissley

The Committee on Vegetables reports:

In considering the marketing situation in Pennsylvania from the standpoint of vegetables we find that the methods practiced include all that are known to the industry, from wholesale shipments of special crops in earload lots to the peddling of a variety of vegetables in a retail way from door to door. The industry is widely scattered over the State and with few exceptions has not been standardized in any way. Statistics show that a large part of the vegetables consumed in this State are imported from outside sources, many in competition with seasonal homegrown produce. One of the most important problems confronting Pennsylvania vegetable growers is how to compete with this outside trade. It is the unanimous opinion of the committee that there is urgent need for improvement along the following lines:

1st. Standardization of packages, both for the retail and wholesale trade. At present produce is marketed in variety of packs, many of which are used with the idea to deceive the purchaser. The committee is heartily in sympathy with the McNary bill now before Congress and will later submit a resolution for its immediate adoption.

2d. The improvement of quality and food value in vegetables by the use of the proper varieties that are especially adapted to our numerous local markets and will have preference over shipped poorer quality produce.

3d. A closer and more systematic grading of vegetables which will result in the elimination from our markets of the so-called culs which is the cause of much of the over production in time of gluts. We recommend that the existing agencies continue and enlarge on this particular work.

4th. Advertising homegrown vegetables. In some cases on our small markets this may be done by the individual grower or through existing growers' organizations. This advertising will advise the consuming public the arrival on the market of certain products in quantity, increase the consumption and consequently help to eliminate gluts.

5th. Educating the consuming public to the wholesome and health giving qualities of vegetables which is endorsed by leading physicians and dieticians.

On account of the splendid local markets that Pennsylvania offers and as most of the growers market their vegetables in a retail or semi-retail way, few cooperative selling organizations exist and the consensus of opinion seemed to be that it would be difficult to organize selling organizations to any degree or not until greater difficulty is experienced in selling their produce, while cooperative buying organizations are more common and should be encouraged.

Resolution 1. Be it Resolved: That we, the Vegetable Committee of this Agricultural Conference, heartily indorse the purpose for which this Conference was called. Likewise, we wish to go on record as approving the work now being carried on by the State Department of Agriculture and the Pennsylvania State College and that we wish to see the work extended to include a further development of co-operative organizations, standardization of packages, grading of vegetables, advertising and educational work among consumers.

Resolution 2. Be it resolved by the representatives of the Vegetable Committee of this Conference: That the McNary Bill (S. 4399) now before the United States Senate which provided for standard sizes of hampers, round stave baskets, and splint baskets throughout the United States be supported and that telegrams be sent to the Pennsylvania Senators and to Senator McNary requesting prompt action for the passage of said bill during this session.

Discussion followed relative to the value of advertising. R. W. Balderston described the advertising and educational campaign in connection with milk and stated that coupled with that program, the use of two green vegetables and fruit was included. Mr. Nissley stated that the vegetable growers were contributing 20c per acre and green house men \$10 per acre under glass, toward a vegetable advertising campaign.

Dr. W. A. Haines referred to the proposed general co-operative buying and selling associations of lower Bucks, where asparagus buyers are now operating cooperatively.

The report of the Potato Growers Committee was presented by R. E. Hartman, secretary, and together with recommendations, was adopted. The report follows:

### Report of Potato Committee

Chairman, R. W. Lohr  
Secretary, R. E. Hartman

The Committee of Pennsylvania Potato Growers assembled to discuss and formulate recommendations for co-operative marketing and its allied problems submit for your consideration the following recommendations and suggestions:

1. We recommend for Pennsylvania Potato Growers the use of disease free seed of the round white or russet rural varieties in order to compete successfully with similar popular varieties from competing states and we discourage the use of the long varieties of white potatoes and the various colored varieties.

We recommend the establishment of uniform grades at least equaling the specifications for U. S. Grade No. 1 and No. 2.

We recommend the extension of state inspection service so as to include all important loading stations and receiving markets.

We recommend discontinuing in so far as is practicable, the shipping of Pennsylvania potatoes in bulk and would recommend the more general use of 150 pound sacks.

We recommend the promotion of practical publicity by producers and distributors setting forth the superior merits of Pennsylvania potatoes with a view to increasing their consumption both in local and distant markets.

We recommend, therefore, as the first step in the marketing program of apples, that the Secretary of Agriculture be requested to promulgate the grades that the Bureau of Markets of the State Department of Agriculture has given a preliminary trial the past three years; and that he take such measures as may secure for them effective educational publicity throughout the State, more especially by holding, grading and packing schools and demonstrations in all the important centers of fruit production.

The advantages of conforming to standard grades are as evident in the local markets as in the wholesale markets of the state. Good grading promotes confidence and stimulates demand, whether the fruit is sold by the car load, in barrels, by the bushel or in open containers.

After grades that mean something are established, and our growers have begun to conform to them as a matter of self interest, then we shall need a comprehensive program of publicity in behalf of home grown fruit. The purpose should be to educate the citizens of Pennsylvania to prefer Pennsylvania fruit, not merely as a matter of state loyalty, but chiefly as a matter of self interest, for we can say quite truthfully, that it has a flavor that is lacking in the product of most of our competitors. The consuming public should know the distinguishing qualities and relative merits of our Baldwin, Spy, Stayman, Grimes, York, and other standard Pennsylvania varieties; the best uses to which each

(Continued on page 9)

Growers Association and so correlate their activities in marketing, the purchasing of supplies, and advertising.

The reading of the report was followed by a discussion led by Mr. Bert Straw, Potter county, who described at length the methods and procedure of the Potter County Potato Growers in developing their organization. The care exercised in production, grading and marketing was outlined. The establishment of a standard and then the rigid maintenance of the standard was adhered to. "No grade" potatoes were returned to the producer as unmarketable. The association buys its supplies co-operatively, established spray rings on an organized basis and controls their operation. Careful grading has established a premium price for Potter county potatoes in their customary market.

The time is ripe for more co-operation in Pennsylvania fruit growing, to achieve these goals of standardization of pack and increased consumption through publicity. In the commercial growing districts of the State, especially where orchards are close together, this may be secured to best advantage by the organization of co-operative central packing house associations. Several of these already are in operation or are projected. Central packing houses also are practicable near some of our local markets. They give greater uniformity of grade and assurance of volume than can be expected from unsupervised private packing houses, and to that extent tend to stabilize the industry. The organization of co-operative central packing house associations should be one of the most important developments of Pennsylvania fruit growing during the next ten years.

Resolutions of Fruit Committee  
RESOLVED:

1. That it is not expedient to promulgate standard grades for peaches until after at least one more season of preliminary trial.

2. That steps be taken by the State Horticultural Association and other educational agencies to advise prospective planters to reduce the number of standard varieties planted, especially in the wholesale districts.

3. That the conference goes on record as asking for a definitely planned program of agricultural research, with adequate appropriations from the State Legislature for its support.

4. RESOLVED: That it is the sense of this conference that rabbits, deer, pheasants, or other game animals or birds, that are injurious to fruit trees or fruit crops, shall not be liberated or introduced by the Game Commission into communities where they will be injurious to the growers of fruit, and that where such game animals or birds are causing damage to the fruit growing industry, the Game Commission shall take steps to protect this industry, either by killing the animals or birds, or otherwise affording protection.

5. WHEREAS: The buzzard, the red-tailed hawk, the red-shouldered hawk, the broad-winged hawk, the marsh hawk, the rough-legged hawk, the great gray owl, the snowy owl, and the hawk owl, which are not now protected by law, are very beneficial and valuable to all agricultural interests in the control of mice and other small rodents, and are not harmful to poultry;

BE IT RESOLVED, That all the birds on the foregoing list be protected by law.

6. That the conference goes on record as asking for a definitely planned program of regulatory work in the State Department of Agriculture and that the General Assembly be urged to provide adequate funds for this program which shall include the control of such pests as the Japanese Beetle, Potato Wart disease, European Corn Borer, White Pine Blister Rust, and Peach Yellow. We wish to call special attention to the fact that the Federal appropriation of \$40,000 is contingent upon the appropriation of a similar sum by the Pennsylvania Legislature.

7. That we commend the services rendered to the fruit industry of the State by the Bureau of Plant Industry in the inspection of orchards for the eradication of Peach Yellow, and we

may be put, and when each is in season. The ordinary means of publicity—newspapers, posters, demonstrations—will be useful here, not forgetting, however, that the best publicity for any article is a satisfied customer. This should be a state-wide campaign, under the direction of the Bureau of Markets of the State Department of Agriculture with the co-operation of the Extension Service of the Pennsylvania State College, the State Horticultural Association, and other agencies.

The time is ripe for more co-operation

in Pennsylvania fruit growing, to achieve these goals of standardization of pack and increased consumption through publicity. In the commercial growing districts of the State, especially where orchards are close together, this may be secured to best advantage by the organization of co-operative central packing house associations. Several of these already are in operation or are projected. Central packing houses also are practicable near some of our local markets. They give greater uniformity of grade and assurance of volume than can be expected from unsupervised private packing houses, and to that extent tend to stabilize the industry. The organization of co-operative central packing house associations should be one of the most important developments of Pennsylvania fruit growing during the next ten years.

where the temperature was much higher than when taken direct from the well. Provisions should always be made for pumping direct from the well or spring for cooling milk. Those who depend on wind mills for their water supply should have a small gas engine for pumping to cool the milk and furnish water when there is not sufficient wind. With water at a temperature of 54.6 degrees, milk should be cooled to 57 to 58 degrees—thus insuring against trouble.

Milk carefully produced and properly

taken care of is a big step in the direction of greater consumption and more

satisfactory marketing conditions.

### DAYLIGHT SAVING?

As far as the Derrick Bill, prohibiting daylight saving time in Pennsylvania, has gone, we have been successful. It has passed the Senate and is now in committee in the House of Representatives.

The Derrick Bill prohibits the use of anything but standard time throughout all of the state. It also annuls all ordinances, rules or regulations previously enacted by any city, town or community.

So far the legislative progress of the Derrick Bill has not been an easy one. A hearing was held before the Senate Committee on Judiciary, where an attempt was made to amend the bill so as to exclude Philadelphia and Allegheny counties from the provisions of the bill. At this hearing various speakers appeared in defense of the bill, including John A. McSparran and Frederic Breckman, representing the Pennsylvania State Grange. R. W. Balderston and H. D. Allebach, representing the Inter-State Milk Producers Association; Mr. Thos. Biddle, representing the vegetable growers; James Maurer, representing the labor interests, and others.

The production of clean milk depends upon three important factors—first, clean cows—cows that have been well bedded and kept clean. Flanks should be clipped and also the long hair on the udder, belly and tail. Filth should not be permitted to collect on the animal. Second, clean milking methods. Clean, dry hands while milking are very important, or clean, sterile milking machines—when used—are absolutely necessary. More milk is contaminated by careless milking than by any other one cause. Third, clean, sterile utensils. Great care is required in keeping utensils clean and sterile. Cans, pails, strainers, in fact everything that comes in contact with the milk, must be rinsed with lukewarm water, thoroughly scrubbed with a good brush in hot water with washing powder, scalded, and inverted to dry in such a position that all the water will drain out of the utensils, leaving them dry. Drying should take place in the sun, if possible.

Then the bill was brought out on the floor of the Senate. Senator Woodward again attempted to have the amendments made to the bill. The amendments were finally defeated on a vote of 26 to 23. On the final passage of the bill in the Senate the vote was 34 to 14. The Derrick Bill is now in the House of Representatives. It has been referred to the Committee on Judiciary. A hearing has been requested by the opponents of the bill who hope to be able to have the amendments which failed in the Senate added to the bill in the House.

After milk is produced in a clean, careful manner, the problem is to keep it in as good a condition as possible. Bacteria grows best at a temperature of from 60 to 70 degrees. Therefore, milk will have to be carried to the House.

The Philadelphia and the Allegheny representatives will probably stand pat for daylight saving. We need the assistance of every member of the Inter-State Milk Producers Association in Pennsylvania. Write your representatives to support the Derrick Bill, Senate 217, without amendment. It is imperative that you do this at once.

Remember way back when ice cream was a summer-time luxury for Memorial Day and the Fourth of July and the Sunday School picnic? Today it comes close to being the great American year-round dish.

(Continued on page 9)

## THE PRODUCTION AND PROPER CARE OF MILK

By C. I. COOKE

# NEED HELP

In Planning Your Entertainment for  
Your Community, Your  
Local or Club  
Meetings?

Call on the Dairy Council, it is  
Your Organization

You may have lecturers and speakers on "Milk for Health," "How a City Gets Its Milk Supply," "Dairying in Foreign Lands," "Better Dairying Methods" and other subjects.



Motion Picture Films on Dairying Subjects, Lantern Slides, Plays for the Children, Literature, Posters, etc.

These Are at Your  
Service Without Cost

The Dairy Council has carried the message of "Milk for Health" to thousands of consumers and producers. Why not include those in your community.

Let Us Plan Your Entertainment

Write for Detailed Information

Philadelphia  
Interstate Dairy  
Council

721 Heed Building

Philadelphia

## INTER STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers Association, Inc.

F. P. Willits, Managing Editor  
A. A. Miller, Editor and Advertising Mgr.  
Published Monthly by the Inter-State Milk  
Producers Association, Inc.

Business Offices  
24 E. Market St., West Chester, Pa.  
Boyertown Bldg., Philadelphia, Pa.

Editorial Office  
Boyertown Bldg., 1211-1213 Arch St., Phila.  
Bell Telephone Locust 5391, Locust 5392  
Keystone, Main 7697

Subscription Price  
50 cents a year in advance  
Advertising rates on application

Officers and Directors  
Inter-State Milk Producers Association

President, H. D. Albrecht  
Vice President, Frederick Shangle  
Secretary, R. W. Balderson  
Treasurer, Robert F. Brinton

J. H. Bennett F. P. Willits  
Robert F. Brinton F. O. Ware  
H. D. Albrecht Albert Sarig  
E. Nelson James Frederick Shangle  
H. Pennington E. H. Donovan  
F. M. Twining S. H. Troutman  
Ira J. Book H. A. Lawrence  
A. B. Waddington J. A. Dillbaugh  
A. R. Marvel S. Blaine Lehman  
J. Brady Smith Harry B. Stewart

Entered as second-class matter, June 8,  
1920, at the post office at West Chester,  
Pennsylvania, under the Act of March 3,  
1879.

### Editorial



### IMPORTANT

We need the immediate assistance of every dairyman in Pennsylvania.

If the Derrick Bill, which provides universal standard time in Pennsylvania is to be passed by the House of Representatives it will be necessary that you write your representative at Harrisburg at once. Urge him to support the Derrick Bill, Senate 217, the so-called Anti-Daylight Saving Bill, without amendment, just as it was passed by the Senate.

Do this at once. If this bill fails, daylight saving will again go into effect in Philadelphia on Sunday, April 29th, 1923.

### PREVENT FOREST FIRES

Eight per cent. of the forest fires in Pennsylvania are caused by carelessness in brush burning and can be prevented.

Farmers generally cannot exercise too great care in the disposal of brush by burning.

The use of proper judgment in selecting the time of burning brush as well as having sufficient force to control such fires is necessary if you would protect the forests as well as your own property.

According to statistics compiled by the Pennsylvania Department of Agriculture only 15 per cent. of the farmers of that state stored ice during the past winter. (Public Ledger.)

### CLEAN UP TIME

Spring is near at hand. It's time to take care of the accumulated odds and ends about the farm and dairy and prepare for the most strenuous season of the year.

By making a special effort now you can avoid extra work and trouble later on in the season.

Make a clearly defined program and carry the work out on a systematic basis.

Producers of milk should see to it that the barn yards are cleaned and manure heaps removed as early as possible. Fill in low places in the yards. See that the milk house screens are in order. Clean up all breeding places for flies.

Particular attention should be paid to pasturing cows. When garlic is present remove cows from the field a sufficient time before milking so that garlic odors in milk are eliminated.

Good, clean milk is necessary to preserve your market. A little care will make your supply satisfactory.

### LAND BANK LOANS

#### NEAR \$800,000,000

When the Farm Loan System was established in 1916, many financiers doubted whether it would prove popular and particularly whether it could be made both popular and safe, says George W. Norris, Governor of the Philadelphia Federal Reserve Board in commenting on the recent annual report of the Farm Loan Board.

It appears that there are 4487 co-operative associations of borrowers, each association guaranteeing the loans made to its members. The 210,501 members have made loans from the twelve Federal Land Banks which amount, after deductions of payments on account of principal, to \$639,486,434. The total outstanding loans of the system amount to nearly \$800,000,000. These figures appear conclusive evidence of popularity.

Since the institution of the system of the Federal Land Banks, foreclosure sales represent one-third of one per cent. of the loans or thirty-one in ten thousand. After charging \$3,444,164 to reserve and suspense \$3,716,705 is shown in surplus and undivided profits. Net earnings in 1922 represents more than 15 per cent. upon capital as it stood at the end of the year.

Another interesting comparison made in the report is that between the appraisals made of the farms for loaning purposes and the actual prices realized on those sold during the year. In previous years similar figures were discounted by critics of the system on the ground that farm values were inflated. There was nothing to inflate farm values in 1922. On the contrary, it followed two of the worst years agriculture had ever known. There were sales in that year of 4714 farms on which loans had been made. These loans amounted in round figures to fifteen millions. The farms had been appraised at thirty-six and a quarter millions. They sold for thirty-nine and three-quarter millions. The exact figures for each commodity are given as follows:

Mar. 1 Mar. 1  
1922 1923  
Wheat, per bushel ..... \$1.20 \$1.23  
Corn, per bushel ..... .64 .82  
Rye, per bushel ..... .94 .94  
Oats, per bushel ..... .47 .58  
Buckwheat, per bushel ..... .90 .91  
Tobacco, per pound ..... .18 .17  
Potatoes, per bushel ..... 1.34 .86  
Hay, per ton ..... 18.40 16.80  
Apples, per bushel ..... 2.65 2.65  
Eggs, per dozen ..... .84 .89  
Farm Butter, per pound ..... .41 .48  
Wool, per pound ..... .28 .35  
Milk, per 100 pounds ..... 2.25 2.62

Dairymen particularly should avail themselves of any opportunity to store ice. The cost of ice houses is not great and the work comes at a time when farm labor is not generally employed.

In addition to having ice for the cooling of milk, a supply of ice is mighty convenient for the housewife during the summer months.

Mark this down as one of the things to be planned for next season.

### SURPLUS MILK

In view of conditions which have developed in the Philadelphia Milk Market, the Executive Committee of the Inter-State Milk Producers Association is gathering information relating to the volume of Class II surplus.

If it is found that conditions warrant, a conference with buyers will be called, looking toward the abolishing of this class of surplus.

### MOLO D. CAMPBELL

The membership of the Inter-State Milk Producers Association, through its Board of Directors, wish to express their extreme sorrow in the sudden death of Milo D. Campbell, until recently president of the National Milk Producers Federation.

We also wish to express our highest appreciation of his untiring efforts in behalf of co-operative marketing organizations.

We had counted on having his wise counsel and the cheering stimulus of his personal presence in our conferences of the National Milk Producers Federation, even though in an unofficial capacity. His optimism was so contagious, his faith in God and his fellow man so reasoning, we had learned to depend on him to blaze the way in those difficult early days of the organization for milk producers.

We therefore feel deeply the loss which organized co-operative marketing has sustained through his death.

### END OF FILLED MILK

#### IN PENNSYLVANIA

Full power to enforce the recently approved Jones Filled Milk Law has been placed in the hands of Director James Foust and his field agents in the Bureau of Foods, Pennsylvania Department of Agriculture, by Secretary Frank P. Willits, who insists that all filled milk products must be removed from wholesale and retail trade in Pennsylvania before the ninety-day limit expires.

The new law becomes effective on June 19.

Field agents will be instructed by Director Foust to notify the trade that unless all filled milks are removed from wholesale stock and retail shelves before the date set for the final inspection, those found guilty of violating the provisions of the law will face court trial.

The new law means and decrees that no filled milks can be offered for sale in the State of Pennsylvania. It aims to remove from the market, a milk product that contains fats and oils other than milk fat, thereby preventing fraud and deception and protecting the health of the people of the State.

### MARCH PRICE TREND

#### HIGHER THAN IN 1922

An average of the prices received in the various counties of the state for the principal farm commodities on March 1, as compared with a year ago, has recently been announced by the Bureau of Statistics of the State Department of Agriculture. In general, the trend is higher than on March 1, 1922. Hay, potatoes and apples show a marked decrease, apples commanding a price 50 per cent lower than the prevailing figure for the same period last year. Wheat, rye and buckwheat remain about the same. The exact figures for each commodity are given as follows:

Mar. 1 Mar. 1  
1922 1923  
Wheat, per bushel ..... \$1.20 \$1.23  
Corn, per bushel ..... .64 .82  
Rye, per bushel ..... .94 .94  
Oats, per bushel ..... .47 .58  
Buckwheat, per bushel ..... .90 .91  
Tobacco, per pound ..... .18 .17  
Potatoes, per bushel ..... 1.34 .86  
Hay, per ton ..... 18.40 16.80  
Apples, per bushel ..... 2.65 2.65  
Eggs, per dozen ..... .84 .89  
Farm Butter, per pound ..... .41 .48  
Wool, per pound ..... .28 .35  
Milk, per 100 pounds ..... 2.25 2.62

Dairymen particularly should avail themselves of any opportunity to store ice. The cost of ice houses is not great and the work comes at a time when farm labor is not generally employed.

In addition to having ice for the cooling of milk, a supply of ice is mighty convenient for the housewife during the summer months.

Mark this down as one of the things to be planned for next season.

### NEW ICE CREAM LAW IN PENNSYLVANIA

The new ice cream law approved by Governor Pinchot on March 20, went into full force and effect on the date of its approval. It strengthens and improves the law that it replaces and will insure for the people of Pennsylvania a higher quality of ice cream.

The purpose of the law is to prevent the use of cocoanut fat and other foreign fats and oils in the manufacture of ice cream. It also prohibits the use of paraffin in chocolate-coated ice cream and bars the use of other substances injurious to health.

The legalized use of gum tragacanth in ice cream making is eliminated in the new measure and the sale of any imitation or substitute for ice cream under any coined or trade name is also prohibited.

It is further declared unlawful to offer ice cream for sale from any cabinet or container which contains any article other than ice cream, as for instance, oysters or fish.

In brief, the present law prohibits the use of all chemicals and doubtful substances that can prove injurious to the well-being of the consumer. Milk, cream and its products will henceforth be the principal ingredients used in the manufacture of ice cream.

This law has been vigorously advocated by the ice cream manufacturers of Pennsylvania who are as anxious to inject strict cleanliness and wholesomeness into the ice cream industry as is the State Department of Agriculture. Secretary Frank P. Willits has appealed to every member of the industry to co-operate with the Bureau of Foods in carrying the provisions of the new law into effect without the least possible delay and difficulty.

### DON'T TAKE A CHANCE

There is more danger of milk spoiling by souring at this season than when the real summer season is on.

In the heated term dairymen take care of their milk to prevent spoilage. At this season, however, when a sudden warm day or two comes on, there is a tendency to take a chance, and nine times out of ten the taking of that chance results in sour milk, and the producer is faced with a loss that a little care would have prevented.

Don't take any chances. Cool milk properly at all times. The little extra work will more than pay for itself in the long run.

The farm repair shop not only saves money, but it saves precious time used in a trip to town to have something mended or to get a new part.

### MARCH BUTTER PRICES

#### 92 Score Solid Packed

Mar. 1	Mar. 1	New York	Phila.	Chicago
10	40	50	47	46 1/2
12	48 1/2	49	47 1/2	47 1/2
14	48 1/2	49	47 1/2	47 1/2
16	49	50	48	48
18	49	50	48	48
20	51	51	52	52
22	50	51	51 1/2	51 1/2
24	50	50	51 1/2	51 1/2
26	50	50	50	50
28	50	50	50	50
30	50	50	50	50
32	50	50	50	50
34	51	51	51 1/4	50 3/4
36	51	51	51	51
38	51	51	51	51
40	51	51	51	51
42	51	51	51	51
44	51	51	51	51
46	51	51	51	51
48	51	51	51	51
50	51	51	51	51
52	51	51	51	51
54	51	51	51	51
56	51	51	51	51
58	51	51	51	51
60	51	51	51	51
62	51	51	51	51
64	51	51	51	51
66	51	51	51	51
68	51	51	51	51
70	51	51	51	51
72	51	51	51	51
74	51	51	51	51
76	51	51	51	51
78	51	51	51	51
80	51	51	51	51
82	51	51	51	51
84	51	51	51	51
86	51	51	51	51
88	51	51	51	51
90	51	51	51	51
92	51	51	51	51
94	51	51	51	51
96	51	51	51	51
98	51	51	51	51
100	51	51	51	51
102	51	51	51	51
104	51	51	51	51
106	51	51	51	51
108	51	51	51	51
110	51	51	51	51
112	51	51	51	51
114	51	51	51	51
116	51	51	5	

**Lewis Linseed Cake**

The compressed feed will keep your cows in good flesh and will increase the milk flow

**LINSEED CAKE MEAL**

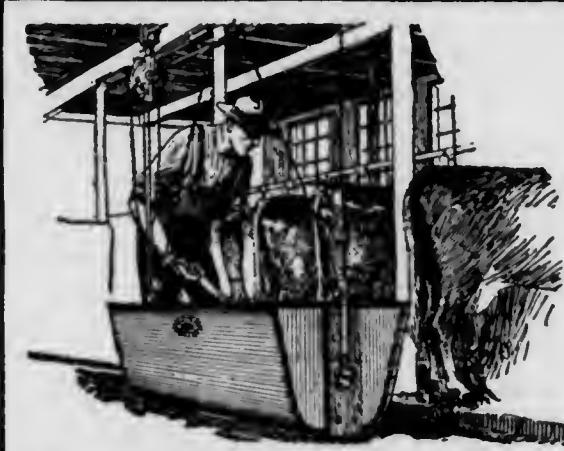
Has the same Fat and Protein content as the Linseed Cake—but is already ground. We'll be glad to take you through our plant where these feeds are made. Write us if you are interested.

**John T. Lewis & Bros. Co.**

705 Lafayette Building



Philadelphia, Penna.

**Green Mountain SILOS****The Litter Carrier for Hard, Steady Service****Silage Like The Green Pastures**

You can do the job better, in half the time, and with half the labor, with the new "Litter Carrier." It is a mean, sloppy job into an agreeable task, and saves every pony and team of horses, and every man and boy. This is only one of many Porter labor-saving devices also that are near air-tight as manufacturing skill and correct design can produce.

The extreme care and exacting opportunities in fitting the heavy Green Mountain staves, safe-like doors and other details now affect you only in winter in your milk check. Staves are dipped in creosote preservative; hoops are extra heavy; wood novel anchorage system. Write for booklet and special new prices on early orders.

**PORTER**  
"Dependable Since Sixty-Eight"**Buy your Silo Direct from Factory**

Dirigo and Standard Silos still lead in high quality lumber and exact and tightest construction. Liberal discount for early order. Send for description and prices of all sizes. STEVENS TANK & TOWER CO. AUBURN, MAINE.

**Reading Bone Fertilizer**

Quality Service Satisfaction  
Feeding the World: The American farmer's job. To do your utmost the land must be fed too. Stick to the old dependable way it comes to feeding the land—Reading Bone Fertilizer.

(This trade mark means quality)

Ask your dealer for Reading Bone Fertilizer.



Write for booklet and further information.

Reading Bone Fertilizer Co., Reading, Pa.

Mention Milk Producers Review when writing to advertisers

**FIELD TESTERS**

It has taken some time to employ and organize the group of new field men as proposed at the last annual meeting of the Inter-State Milk Producers Association, and for which work the additional one cent per hundred pounds of milk shipped by the members of the Inter-State Milk Producers Association was voted.

The program covering the Inter-State territory with a total of six men has been worked out and developed by President H. D. Allebach and F. M. Twining, the latter being directly in charge of the work.

The following allotment of territory has been temporarily adopted.

1. Territory west of Harrisburg—Ernest C. Dunning.

2. Southern Chester county, part of the State of Delaware and part of the eastern shore of Maryland—Clayton Reynolds.

3. New Jersey and part of the eastern shore of Maryland—Charles C. Cook.

4. Pennsylvania, east of Harrisburg—I. Ralph Zollers and Henry D. Kinsey.

5. Direct shipped milk, Philadelphia, Camden, N. J. and Trenton, N. J.—F. M. Twining.

Mr. Twining will also be in general charge of the laboratory work in the Philadelphia office.

The work of this testing force will be to check on buyers testers. It is not expected that buyers of milk will accept testers findings as a basis of payment. Under state regulations a variation of two-tenths of one per cent. is allowed on Babcock butter fat tests.

Whenever discrepancies are shown, tests will be made to determine correctness. When wide variations in butter fat content are shown, immediate efforts for adjustment will be made.

Fresh samples of milk taken on different days cannot be expected to check, but if wide variations are shown, or if any great variance with composite sample develops, such cases will be fully investigated.

Members, for their own best interests as well as the organization, should cooperate fully so that the best methods and plans for conducting this new branch of Inter-State service may be developed. Members should understand that variances in butter fat content of milk are not unusual, sometimes the results are slightly higher or slightly lower, but that the continued work along the lines planned will no doubt lead to a successful end and the adoption of greater care in sampling and testing of members' milk in general.

**RETINNING MILK CANS**

Frequently it is possible to have milk cans retinned and repaired so that their term of service may be extended for a long period.

If dairymen would "take a stitch in time," a considerable saving in the cost of milk cans might be eliminated.

**CHICKS NEED MILK**

It is impossible to raise young chicks in large numbers without the use of milk in some form. Sour milk, buttermilk, condensed milk, and powdered buttermilk are all largely used. See that the youngsters are given a proper start by having a sufficient amount of one of these products available for their use.

High milk production is an inheritable characteristic. In the improvement of the herd, it is of greatest importance that only the calves from the high producing dams be raised. A system such as this must eventually put the herd on a higher plane in average milk flow.

**PENNSYLVANIA STATE FAIR COMMISSION SUBMITS ITS PROPOSALS**

After making a thorough study of the prospects for the establishment of a State Fair for Pennsylvania, comparable with the industrial and manufacturing importance of the Keystone Commonwealth, the State Fair Commission, of which former Governor Wm. C. Sproul is chairman, recently presented a well-prepared report of its work with recommendations for the consideration and action of the Pennsylvania Legislature. A request for an initial appropriation of \$500,000 was made with which to defray the expense of purchasing a site, laying out and grading grounds, building roads, and completing other preliminary work required in founding an exposition ground.

In the plan submitted to the State Legislature, a tentative site near White Hill, Cumberland county, is taken as the foundation. This site is favored by the committee above all others investigated, largely because of its central location, its accessibility, and the splendid rail facilities it offers. It is described as "a tract of about 600 acres of slightly rolling land and for all practical purposes has the natural advantages which are desirable on an exposition ground." It is nearly a mile square and because of the interesting changes in its topography, the committee proposes that 300 acres in the northern part of the area be used for the exposition proper and the southern half then might be developed into a State park and camping ground for visitors at the State Fair.

An outline of the ground plan of the exposition and the floor plans of suggested buildings, accompanied the report. The committee recommended, further, that only the most essential buildings should be constructed first, and that other features included in the plans should be expanded as available funds permitted.

**MILO D. CAMPBELL****DIES SUDDENLY**

Hon. Milo D. Campbell, member of the Federal Reserve Board, and former president of the National Milk Producers Federation, died suddenly on March 22nd. Mr. Campbell was playing golf with former Senator Townsend, at the Columbia Country Club, Washington, D. C., when, without any warning, he collapsed and was unconscious when Senator Townsend reached his side. Professional aid was administered immediately, but he did not regain consciousness before his death, which came ten minutes after he was stricken.

Mr. Campbell had but recently taken the oath as a member of the Federal Reserve Board.

He resigned the office of president of the National Milk Producers Association but short time ago, to accept President Harding's appointment as a member of the Federal Reserve Board.

Mr. Campbell actively directed his two model dairy farms near Coldwater, Michigan, and had won national recognition as a tireless advocate of co-operative organizations among farmers, particularly in connection with the dairy industry.

The funeral was held in Coldwater, Michigan.

Milking machines should be kept clean so that they do not become a source of contamination for the supply of milk that passes through them. The heat method, in which steam and hot water is used, has been recommended as being the best by test.

**TEST SEED CORN**

It is not too soon to test seed corn. The testing of individual ears is considered the best method, discarding those whose samples do not give satisfactory germination. Best results are obtained through the use of wet sand or sawdust trays.

**NATIONAL DAIRY COUNCIL QUARTERLY CONFERENCE**

Following its usual custom, the officers, directors and field workers of the National Dairy Council held one of its quarterly conferences in Pittsburgh, Pa., March 16th and 17th.

The meetings were held at the Fort Pitt Hotel, morning, afternoon and evening sessions being held, with an average attendance of some thirty-five persons.

M. D. Munn, president of the National Dairy Council, acted as chairman.

After a formal opening of the conference, three major groups were named to consider various phases of the council work. These groups included one on Policies, another on Literature and one on Plays and Stories.

Reports of the various groups were discussed in general session and plans made to carry out the various recommendations of the different groups.

On one evening a demonstration of the various council activities was made at one of the Pittsburgh schools. Demonstrations by school children and the various Dairy Council workers were made of the following: "Milk Fairy Play," "Milk Brigade," "Foot Ball Story," "Charging Your Battery," "Peter Protein Story," "Milk for the Whole World," "Super Club and Child Health Program." These were followed by a showing of some of the Philadelphia Dairy Council motion pictures.

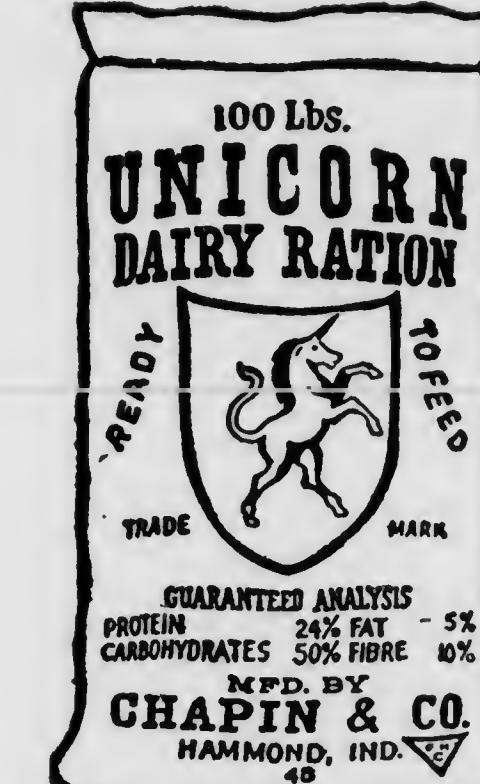
Miss Chinn of the Philadelphia Council presented a systematized community program for health work in schools in suburban and rural sections.

The Council accepted the booklet "Milk and Money," a educational bulletin in looking toward a better milk production in the preparation of which, Mr. Cohee and Mr. Miller, of the Philadelphia Council, were active and directed that the same committee prepare a bulletin along the same lines covering the production of cream for butter making as well as a more general bulletin on Better Milk Making and Modern Equipment Pertaining Thereto.

At Philadelphia the Congress will have a one-day session where the National Dairy Council, in co-operation with the Philadelphia Interstate Dairy Council, will give a demonstration and display of its activities in promoting national health by educating the public as to the food value of milk and its products and give opportunity for inspecting large dairy product factories and milk distributing plants.

Leaving Philadelphia the evening of October 4 the Congress will arrive at Syracuse in time to take part in the opening of the Seventeenth Annual National Dairy Exposition on October 5. For the first five days of the Exposition the exhibits will remain closed until 1 P. M. while the meetings of the Congress are in session each forenoon. The evenings are to be left to the National Associations and various groups for their meetings. The afternoons will be devoted exclusively to the Exposition which is a cross section of the American dairy industry with competitive exhibits of dairy cattle and dairy products an exposition of labor saving machinery and scientific appliances and graphic displays of government, university and public health activities. The Exposition will continue until October 13, with all of the features which have made it the Mecca of the dairy world for the past sixteen years.

Those attending the conference from the Philadelphia Dairy Council included Mr. Balderston, Mr. Woolman, Mr. Cohee, Mr. Miller, Miss Macan, Miss Keenan, Dr. Hannah McK. Lyons, and Miss Chinn.



If your local feed dealer does not sell Unicorn, write us for the name of the one nearest you.

**UNICORN**

Anything "cheap" is usually worth less than it costs. It is quality that counts in a mixed feed the same as in anything else. Find out what a quality feed will produce in net profit —buy Unicorn Dairy Ration.

**More Milk Every Day — For More Days**

**CHAPIN & COMPANY**

327 S. La Salle St., Chicago, Ill.

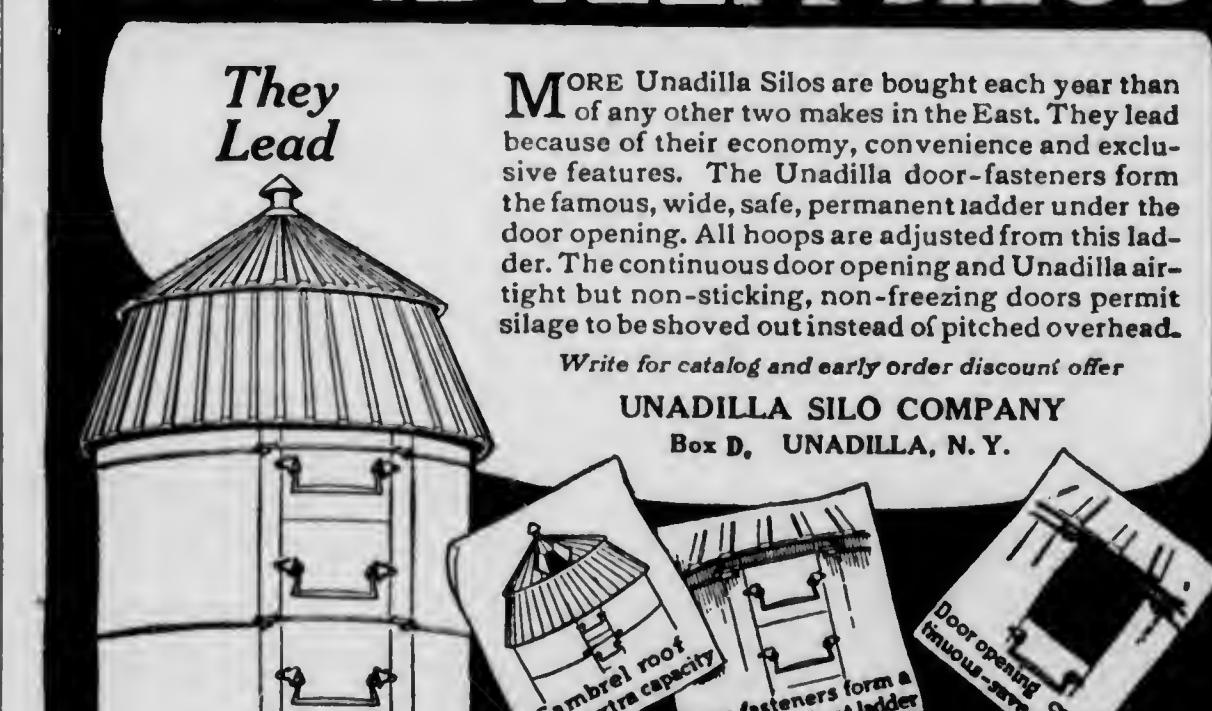
**Makes Life Worth Living**

WHAT is the use of tying yourself and your poor wife down to the drudgery of hand milking when cows like the Perfection better and it will make more money for you besides? Backed by nine years success on thousands of dairy farms everywhere. Let it pay for itself on monthly payments. Pipe line or portable electric. Send for catalog.

**Perfection Manufacturing Co.**

Factory and Main Office  
2168 East Hennepin Avenue  
Minneapolis, Minn.

Eastern Branch Office  
448 South Clinton Street  
Syracuse, N. Y.

**PERFECTION MILKER****UNADILLA SILOS**

They Lead

MORE Unadilla Silos are bought each year than any of other two makes in the East. They lead because of their economy, convenience and exclusive features. The Unadilla door fasteners form the famous, wide, safe, permanent ladder under the door opening. All hoops are adjusted from this ladder. The continuous door opening and Unadilla airtight but non-sticking, non-freezing doors permit silage to be shovelled out instead of pitched overhead.

Write for catalog and early order discount offer

UNADILLA SILO COMPANY  
Box D, UNADILLA, N. Y.



**PHILADELPHIA  
(Wood Stave)  
SILOS  
CENTURY  
(Cement Stave)  
SILOS**

OPENING ROOFS  
(Full silo without refilling)

Cutters Food Trucks

E. F. Schlichter Co.

10 S. 10th St., Phila.



**MILK CANS  
RETINNED**

Don't throw away your old milk cans. We will re-tin them and make them as good as new for less than half the price of new cans.

Prompt Service Guaranteed.

Write for prices.

Country Agents Wanted

Nicholas Swartz, 116-118 Broad St.  
PHILADELPHIA, PA.

Healthy, Pure-Bred  
Foundation Stock

# CHESTER COUNTY

"THE COUNTY THAT COUNTS"

Boost Your  
Sales

THIS SPACE  
FOR SALE

Write

The Milk Producers  
Review

721 Heed Building  
Philadelphia

FOR SPECIAL OFFER

Holsteins

BLUE ROCK  
FARMS

Senior Sire

King Valdessa Pontiac  
Tritomia No. 313861

The 4 Per Cent. Butter Fat Bull

Reserve a bull calf from him  
out of a good cow now. We sell  
them young and do not keep them  
on hand.

Priced for the farmers

Herd Federal Tuberculin Tested

Frank A. Keen  
West Chester, Pa.

Holsteins

M. L. JONES

Westtown, Pa.

SENIOR HERD SIRE

King Fairview Aaggie  
Colantha, 230913

Five near dams and sister aver-  
aged 35½ lbs. butter in 7 days.

His daughters were first in most  
every class entered the past two  
years at the Chester Co. Fair.

First in every class entered at  
the Holstein Field Day Show,  
October 28, 1922.

The few heifers that have fresh-  
ened so far have been high testers.

Buy a Young Bull

From this great sire and increase  
the test of your herd

PRICES LOW FOR YOUNG  
STOCK

Herd Under Federal Supervision

Healthy, Pure-Bred  
Foundation Stock

Pleasant View  
Farm Guernseys

SR. HERD SIRE

Itchen Gold Raider of Maplehurst  
No. 47166

Sire—Imp. Itchen Gold Raider,  
No. 25040 A. R.

Dam—Imp. Dewdrop III of the Wall,  
No. (35221), A. R. No. (3717)

Record  
9780.20 lbs. milk, 519.80 lbs. fat

Class leader when record was made

JR. HERD SIRE

Langwater Royal 23rd, No. 58042

Sire—Langwater Royal,  
No. 14253 A. R.

Dam—Imp. Sequel's Daisy of the  
Manor, No. (3123), A. R. No. (2322)

Records  
10481.80 lbs. milk, 461.93 lbs. fat

Class G

12209.60 lbs. milk, 503.67 lbs. fat

Class E

Bulls and bull calves sired by above  
bulls out of May-Rose and Glenwood  
Dams for sale.

Herd under Federal Supervision

Norman B. Chandler  
UNIONVILLE, PA.



CRYSTAL FARM'S  
YOUNG HERD  
SIRE

Ormsby Accrue Segis  
was twice Grand Champion  
in 1922

Combines the best lines of  
Segis and Ormsby breeding  
show type, large and consistent  
long time production.

SOME EXCELLENT  
FRESH COWS  
FOR SALE

Accredited Herd No. 20784

Charles J. Garrett  
West Chester, Pa.

ACCREDITED HERD

Boost Your  
Sales

THIS SPACE  
FOR SALE

Write

The Milk Producers  
Review

721 Heed Building

Philadelphia

FOR SPECIAL OFFER

## PENNSYLVANIA JOINS RANKS OF STATES PROHIB- ITING FILLED MILK

The day of filled milk in Pennsylvania  
has passed. Senate Bill 95, prohibiting  
the manufacture and sale of filled milk  
in Pennsylvania, passed both branches  
of the legislature and on March 22nd,  
was signed by Governor Gifford Pinchot  
and became a law.

As a fitting memorial of this act, the  
pen used in signing the bill was pre-  
sented by Governor Pinchot to August  
A. Miller, editor of the Milk Producers  
Review, is reproduced herewith and will  
be preserved in the offices of the Inter-  
State Milk Producers Association.

The anti-filled milk bill was intro-  
duced in the Senate by Senator Edward  
E. Jones, of Susquehanna county. It met  
with but little opposition and was finally  
passed by the Senate without a dissenting  
vote.

In the House of Representatives the  
bill met with no organized opposition  
and passed finally with a unanimous  
vote.

The bill prohibits the introduction of  
foreign fats into milk, cream or skimmed  
milk, whether or not condensed.

Reproduction of pen used by Governor Gifford Pinchot in signing the bill which bars  
"Filled Milk" in Pennsylvania

evaporated, concentrated, dried, pow-  
dered or dessicated. It also provides  
standards for condensed and evaporated  
milk.

The present law is practically the same  
as the bill which was presented in the  
legislative sessions of two years ago,  
when opponents of the measure made a  
strong fight to prevent the passage of the  
measure. The bill, known as House  
Bill 497, was passed finally in the House  
of Representatives but was held in com-  
mittee in the Senate and therefore failed  
to be enacted.

A companion piece of legislation in  
this session of the legislature was Senate  
Bill 19, also introduced by Senator Jones  
and generally known as the Jones Ice  
Cream Act. This bill prohibited the  
use of other than milk fats in the man-  
ufacture of ice cream, fixed standards of  
butterfat content of ice cream at 6 per  
cent. when nuts were used or 8 per  
cent. when made wholly of milk pro-  
ducts. It also prohibits the sale of  
adulterated ice cream or adulterated  
chocolate coated ice cream or substitutes  
under fanciful or coined names, etc.

These bills wholly bar the man-  
ufacture and sale of coconut oil milks or ice  
cream in the State of Pennsylvania, and  
the Commonwealth can now take its  
place among the states which prohibit  
the manufacture and sale of imitation  
or bogus milk products, thereby protect-  
ing the welfare and health of the people  
of those states.

## KEYSTONE STATE HAS NEW CHAMPION JERSEY COW

The American Jersey Cattle Club an-  
nounces that the senior three-year-old  
Jersey record for Pennsylvania has been  
surpassed. The new champion, Laurel's  
Liberty 430687, owned by W. L. Glat-  
felter, Spring Grove, Pa., started her  
test at 3 years 8 months of age and in  
365 days produced 11,402 pounds of milk  
and 634.01 pounds of butter fat. She  
calved within sixteen months of last  
freshening prior to test, qualifying for  
Class AA and an A. J. C. C. silver medal.  
Liberty carried calf 239 days during test  
and averaged 5.86% for fourteen super-  
visions.

## Pennsylvania Farm and Cooperative Marketing Conference Com- mittee Reports

(Continued from page 2)  
recommend that this work be continued  
and extended.

8. That it is the sense of this meet-  
ing that the conference has been of dis-  
tinct value to the fruit growers in at-  
tendance, and that we appreciate the  
courtesy of the Secretary of Agriculture  
in calling it. We stand ready to co-operate  
in case he should deem it wise to call us together again.

H. D. Munroe, Secretary of the Poultry  
Committee, presented the following re-  
port which was adopted.

Report of the Committee on Poultry

The poultry market demands a quality  
product and for the past few years has  
been paying a fair premium for such a  
product. The egg market is split, New  
York City paying a higher price than  
our local markets. A uniform distribution  
of towns over the state makes our  
local markets easy to reach. Philadelphia  
and Pittsburgh, our large markets, are  
overflowing with eggs from the southern  
and middle states.

The poultry industry has two sets of  
problems. Those of the commercial  
poultry men and those of the farmer.  
We suggest that the commercial poultry  
men organize to study their problems.  
The farmer is at the mercy of the local  
purchaser.

## The Bestov Calendar

Equipment to handle milk from cow to consumer

Floating Milk Thermometers at  
SPECIAL PRICES

Purchase a dozen of these thermometers  
which regularly sell for 75 cents a  
piece AND SAVE \$8.00. Until  
May 12, 1923, the price will be

\$2.00 a Doz.

a dozen is not too many to buy  
at one time. They keep!  
Good quality — regular  
stock.

Special price on higher  
grade thermometers

\$6.00

a dozen

Our stock of glassware is  
the largest in the State of  
Pennsylvania. It is all accurate  
since the State Dept. at Har-  
risburg retest every piece of it be-  
fore we put it into our stock.

Inexpensive Babcock Testing Machines save you many  
dollars in the course of a year. Send for catalog and price  
list.

Cherry-Bassett-Winner Company

1918 Market Street  
PHILADELPHIA

Next to  
Stanley Theatre

## A Better Cutter for Less Money

YOUR dollars buy more when invested in the 1923  
Papec. It has positive-action Self-feed that saves a  
man at the feeding table. Also other important im-  
provements. Retains the simple, sturdy Papec con-  
struction that means long life. Tremendous production  
in a specially-equipped factory enables us to offer

The 1923

PAPEC  
Ensilage Cutter  
at a New Low Price

You can depend on the Papec for long, hard serv-  
ice. Ames Bros. of Weaver, Minn., write: "We  
are still using our N-13 Papec after nine years of  
service and it is going strong." Hook up a Papec to your Fordson  
or other light tractor. Even a farm  
gas engine 3 h. p. and up will run  
our smaller sizes.

Report of Swine Committee

M. M. Fry, Secretary

Market Situation

Taking the average per capita pork  
consumption of the United States as a  
basis, the population of Pennsylvania re-  
quires annually 723,771,400 pounds of  
pork and pork products. Of this amount,  
only about 160,000,000 pounds of dressed  
pork are produced within the State each year  
and killed at packing plants and slaugh-  
ter houses slightly over a million head,  
supplying another additional 160,000,000  
pounds of the pressed product. The  
remainder, or 403,000,000 pounds of pork  
consumed comes into the State as cured  
meat, (hams, bacon) and also as whole-  
sale fresh pork cuts and as lard. Thus,  
the danger of over-production of pork  
in Pennsylvania is remote.

Compare the average price of live-  
weight hogs at the six principal Penn-  
sylvania markets to the average price  
of hogs at Chicago. In 1921 the average  
price of hogs at Chicago was \$8.65 per  
hundred; in Pennsylvania, \$8.60. In  
1922, the average price in Chicago was  
\$9.20; in Pennsylvania, \$10.25.

(Continued on page 11)

Catalog and Farm  
Account Book FREE  
Our new Catalog pictures and explains  
the improved 1923 Papec. Write for it.  
If you have your own or intend to buy, and the name and  
address of your dealer, we will include  
the name of your dealer in the catalog. Free Farm  
Book free. A few entries weekly will  
show you the profit or loss in any branch  
of your farm business. Send data for  
both books today.

PAPEC MACHINE COMPANY  
193 Main Street, Shortsville, New York

36 Distributing Houses Enable Papec Dealers to Give Prompt Service

NICE  
TRADE  
MARK

R.E.G.  
U.S.A.  
THE NAME TO GO BY—WHEN YOU GO TO BUY  
PAINTS AND VARNISHES

Write for Color Cards and Booklet "Paint Pointers"

EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

In answering advertisements, mention The Review



### Tastes good - is good!

#### Palatability!

Tastiness in dairy-feeds may be secured in two ways. By the careful mixing of clean, nutritious, selected ground grains, blending their natural flavors into a normally sweet and appetizing ration. Or, by mixing with ordinary ground grain a quantity of molasses or sweetened water, creating a false appetite for inferior grain.

Union Grains contains no molasses. It is not artificially sweet. Its sweetness and flavor are due entirely to the clean, fresh ingredients it contains. Cows like it naturally. Because they enjoy it they digest Union Grains easily, thus producing a heavy, natural milk-flow.

5. UNION GRAINS is palatable.
6. UNION GRAINS is safe to feed.
1. UNION GRAINS is strong in digestible protein.
2. UNION GRAINS is easily digestible.
3. UNION GRAINS is low in moisture.
4. UNION GRAINS is light and bulky—highly digestible.

UNION GRAINS was the first commercial dairy feed made. It has given continuous satisfaction for over 20 years.

Write us for free milk record sheets

THE UBIKO MILLING COMPANY

CINCINNATI, OHIO

Dept. I

# UNION GRAINS

#### SATISFACTORY RESULTS

are certain

WITH CORRECT METHODS AND PROPER CULTURES

Long experience has proven that Liquid Cultures are the most active and potent; but where necessary we also supply Cultures in vacuum powdered or tablet form;

BUTTERMILK SOUR CREAM BUTTER CHEESE

—ALSO—  
Medical Bulgarian and Acidophilus  
Powdered and Tablet—Rennet and Pepin

Our expert service is always available

THE DAIRY LABORATORIES

WASHINGTON NEW YORK PHILADELPHIA BALTIMORE

Directors—H. C. Campbell, D. V. M., M. D. C. H. Kimberly, Ph. D.

LET US  
DESIGN  
YOUR  
STATIONERY



PEDIGREE  
CATALOGS  
OUR  
SPECIALTY

HORACE F. TEMPLE  
PRINTER

BELL PHONE NO. 1 WEST CHESTER, PA.

#### AYRSHIRE ROLL OF

#### HONOR LEADER

Janet of Blackburn, a senior four-year-old Ayrshire cow owned by Blackburn Farm, Sewickley, Pa., now stands in third place in class BB in the list of five leaders in the roll of honor division with a production of 18,515 lbs. of milk, 505.7 lbs. of fat. Ayrshire Roll of Honor records are for 300 days and the cow must carry a calf at least 180 days of her test. Janet of Blackburn calved 90 days after completing this record.

The new Honor Roll leader was bred by A. B. McConnell and Sons, of Wellington, Ohio. She is by Marshall Moonshine, with three advanced registry daughters and out of Fancy MacEan, with three cumulative records averaging 14,425 lbs. of milk, 514.56 lbs. fat, the best one of which, 16,820 lbs. of milk, 618.45 lbs. fat, put her at the head of the list of cows completing records in the quarter ending November 1, 1921.

Janet of Blackburn may be said to have production, re-production and approved Ayrshire type.



JANET OF BLACKBURN

#### DAIRYING IN HOLLAND

By Myrtle L. Barger  
(Continued from page 1)

a central association which furnishes practically every required service to the local farmers. It maintains a veterinary laboratory with an expert veterinarian who makes regular inspections of all herds. Another department of the central association is responsible for testing all cheese and butter from local factories. There is a central association or "Bond" which handles all foreign trade. The central laboratory checks the accuracy of all instruments, glassware, scales, thermometers, etc., used by the local laboratories. The central warehouse buys wholesale all wood, tin, tiles, salt, etc., in fact, all materials needed in the business of the local factories.



Typical method of distributing milk to consumers in Holland

The Co-operative Bank invests the money. Farmers belonging to local corporations may borrow money for approved agricultural investments. Frequently the co-operative bank covers losses of the individual farmer.

The history of the co-operative system is intensely interesting but too lengthy to describe here. Suffice it to say that while it originated in Denmark, Holland has so improved the system that many Danish students now come to Holland. It has now been in existence about 30 years and is steadily growing in strength. I believe the Dutch farmer with his methods of clean, economical production and co-operative marketing is an excellent model for dairymen the world over.

# \$98<sup>40</sup>!

## Complete Milker! Special Cut Price Only \$98<sup>40</sup>



And no installation expense!

A TREMENDOUS improvement in machine milking equipment. The machine is simple to use; FIND OUT—send for our FREE book.

Run by Hand—You need no electricity, no gas engine.

At last—the milker for all of us—for the larger dairymen and also for the men with 6 or 8 cows! Does the work and does it right. Run by hand—no gas or electricity required to use; no installation. Simple, ultra-sanitary, easy to operate, so easy to clean. Costs a trifling sum to buy and to maintain. Better than other milkers? Why? Because it costs less to make. It's so simple. Better than all other milkers costs no more to maintain. It can be moved or can be changed over quickly to gas engine or electric outfit.

30 Days' FREE Trial!

No C.O.D.—no deposit—no obligation. You try it—and your word goes! If not satisfactory, returnable at our expense after 60 milkings—if satisfactory, pay cash or half cash—and

Easy Monthly Payments!

We'll make that milker pay for itself every day as it goes along. It's a wonderful milker—simple—easy—sanitary—and you'll find it out with the milker.

This direct rock-bottom-price, free-trial, easy-payment offer is made only where we have as yet appointed no dealers nor agents—so, ACT QUICK while this cut price offer lasts!

FREE Book!

Let us send you our free catalog. It's full of important information. Learn how to get the best milk—how to get the lowest cost.

Learn also how you can completely test your milk—how to make a living on your own herd. Send the coupon today.

Burton Page Co., 6600 Wabash Street, Chicago, Ill.

Please send me your free booklet containing the facts of milking machines and full details of your direct cut price offer on the Page Milker at \$98.40 on easy terms.

Name.....

Address.....



Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.

OUR SERVICE is unbiased and dependable.

Pusey & Young Storage  
Battery Station

WEST CHESTER, PA.

BOATESVILLE, PA.

Milk for Health

#### PENNSYLVANIA FARM AND CO-OPERATIVE MARKETING ASSOCIATIONS

##### REPORTS OF COMMITTEES

(Continued from page 9)

Another particularly striking fact in connection with the pork produced in the State is that over one-half of the hogs marketed are killed and dressed on the farm and sold as dressed pork. Figures from 476 farms in Pennsylvania, selected at random from a survey conducted by the State Department of Agriculture in 1922, show that 65% of the hogs produced on these farms were marketed as dressed pork, 35% were sold live weight. Another interesting point was the average of pork consumed per farm, which average is 680 pounds per farm. Right here it might be stated that the rural population alone consumes annually 224,000,000 lbs. of pork which is approximately 64,000,000 pounds more than is produced in the State. In the rural population is included of course, small towns and villages of less than 2500 population.

Important also is the number of farms where brood sows are maintained. The 1920 census shows that 73,702 Pennsylvania farms kept one or more sows for breeding purposes. The total number of brood sows at the time the census was taken was 143,239, an average of two brood sows per farm. This has an economic bearing on the pork production in Pennsylvania as will be pointed out later in the report.

Community Breed Associations  
Particular attention is called to the community swine breeders' association, which is peculiarly adapted to the swine improvement work in Pennsylvania. The community functions here as the unit in pork production instead of the individual farm as under midwest conditions. It is economically sound to place a high class sire in a community to be mated to from 35 to 40 sows owned by eight to fifteen farmers located within reasonable proximity of the keeper of the sire. That this plan under Pennsylvania conditions is generally accepted is attested by the fact that there are today 90 community swine breeders' associations in the State, representing a membership of 1400 farmers. These associations have all been organized during the past five years.

Market Demand  
The present day market demands are for a hog of high dressing percentage, weighing from 200 to 250 pounds live weight. Overfat hogs are discriminated against because of the present sluggish export trade in lard. Handy weight killers are always preferred by butchers and packers.

Governmental Services  
The Bureau of Animal Industry of the State Department of Agriculture should be commended in their success in keeping the ravages of hog cholera at a low ebb. Further educational work along preventive measures in the control of hog cholera and internal parasites should be developed in connection with the swine improvement program of the State. Existing regulatory disease control measures now on our state books should continue to be rigidly enforced.

Shipping Associations  
There are a limited number of sections in the State where the supply of pork produced is in excess of the demands of the immediate territory. Such communities will find it advantageous to ship carload lots of a uniform grade and weight of finished hogs to a central live-stock market. A co-operative shipping association will function to the mutual advantage of all farmers who reside in a section of this description.

State Breed Associations  
There is a broad field of work for state breed associations which will combine the local organizations for a state-wide program of swine and breed improvement, keeping in mind the satisfying of market demands both for pork products and purebred breeding stock.

Production  
Five factors should be considered here: Blood, feed, forage, proper quarters and swine mentality.

Blood  
For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

Feed  
For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

For economy, for rate of gain, for a 100 pounds of pork at the lowest feed requirement, an efficient pork machine is essential. Such an animal machine is possible only through the use of high class sires who have back of them ancestors whose worth has been proven in size of litter, in growth of offspring, in milk producing qualities, in pounds of pork produced, and in a smooth, firm carcass of high dressing percentage.

#### GLEN FOERD FARMS

High Producing AYRSHIRES have established 5 World's Champion Records

##### ACCREDITED HERD

Can you do better than to acquire a herd sire either out of a World's Champion or a Class Leader, sired by bulls, whose dams, in making immature World's Championship records, have an average of 15,278 lbs. milk; 650 lbs. butter fat, testing 4.25%,

# Now! you can get a De Laval Milker FOR



## *The World's Best Milker on the Easiest Terms*

**N**OW you can get a De Laval Milker on any terms you desire—for cash, on time, or on installments.

Over 20 years were spent in the development of the De Laval Milker, until the De Laval Company was absolutely sure of its mechanical perfection. Since then over 10,000 have been sold and actual use has proved the De Laval to be superior to any other method of milking.

Increased production enabled prices to be reduced in September 1921 and again in September 1922, which now places De Laval Milker prices on a "rock bottom" basis.

Finally, the announcement of these extremely liberal terms places the De Laval within the reach of any one needing a milking machine.

For 10% down you can start using a De Laval right now, and 6% a month for 15 months pays for it. You can save enough in time and labor, and get enough more milk of better quality, to more than meet the monthly payments.

There is now no need of milking by hand, which is slow, costly and disagreeable. Get your De Laval in now before your rush season. See your De Laval Agent or write us for full information.

### The De Laval Separator Company

NEW YORK  
165 Broadway

CHICAGO  
29 East Madison Street

SAN FRANCISCO  
61 Beale Street

**End of  
Volume**